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OUR FIFTIETH YEAR

THE Publishers' Weekly

The American BOOK TRADE JOURNAL

Published by R. R. Bowker Co. at 62 West 45th Street, New York
R. R. Bowker, President and Treasurer; J. A. Holden, Secretary
Entered as second-class matter June 18, 1879, at the post office at New York, N. Y., under the Act of March 3, 1879. Subscription price, Zones 1-5, $6.00; Zones, 6-8, $6.50; Foreign, $7.00
English Agent: D. H. Bond, 407 Bank Chambers, Chancery Lane, W. C. London.

VOL. XCIX. NEW YORK, JANUARY 1, 1921 No. 1

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The Ronald Press Company

Publications on Business

20 VESEY STREET **NEW YORK CITY**

JOSEPH C. LINCOLN

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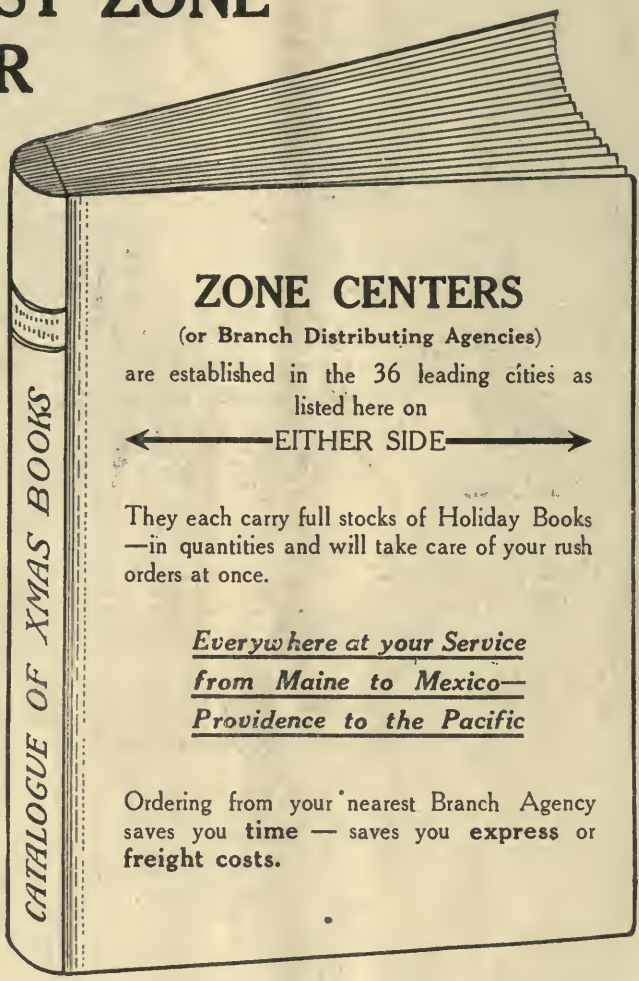

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By

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An Oregon mountain feud supplies the theme of Marshall's new novel, in which he displays his intimate knowledge of the great out-of-doors and the denizens of the forests with the same sure touch that made "The Voice of the Pack" one of the most noteworthy of last year's books.

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You can unhesitatingly recommend "The Strength of the Pines" to all lovers of stories of the untamed West.

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—*The New York Times*

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"Marshall's style resembles that of the late Jack London, with an added talent in delineating wild nature and wild animal life."
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"Marshall's work recalls the atmosphere of Jack London's stories of the wild and some of Rex Beach's most thrilling tales." —*Philadelphia Press*

"Marshall's stories have the call of the wild in them."
—*Current Opinion, New York*

The Publishers' Weekly
FOUNDED BY F. LEYPOLDT

January 1, 1921

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."
—BACON.

1921

WITH 1921 the PUBLISHERS' WEEKLY enters its fiftieth year of service to the book-trade. The thought of its founder, Frederick Leypoldt, was entirely that of service, and his thought has been the guiding principle of those who have come after him.

This service, while presenting to retailers and book buyers the offerings of publishers, has the more important purpose of promoting more bookstores and better bookselling thru its work of information and education. It is generally recognized that this great and literate nation has by no means developed its book buying capacity, and it should be the chief aim of trade organization and representation to develop that capacity to the fullest extent. The distribution of good books is indeed the commercial basis of our whole system of education, in school and in after years. Our periodical literature has done much to prepare the way for the more permanent literature of books, but the American book-trade is yet far behind in taking full advantage of the opportunities open for it.

The habit of book buying has too largely given way to the use of newspapers, particularly in their Sunday edition, which, despite the good stuff they contain, dissipate the time and thought of the men and women, who should be filling private libraries with the books of all time and of the present day, instead of littering their tables and their waste baskets with the debris of cheap print.

It is the retail bookseller who must be the missionary in this crusade. "Buy A Book A Week!" is the slogan which the book-trade is adopting for an all the year round bookselling campaign in 1921. If this modest plan can be impressed upon the intelligent people, hundreds of thousands of homes will be enriched within two years, each with a private library of a hundred volumes, and the taste for books is sure to grow with what it feeds on.

It is the aim and use of the PUBLISHERS' WEEKLY, as the representative journal of the profession of bookselling, to meet the needs of the whole trade, publishers and booksellers alike, in making the most of the market in this wide country and bringing America to the fore as a book buying community. To achieve this, publishers and booksellers must work together in full and hearty co-operation. Never before has there been promise of such entire co-operation as for the coming year, in which the National Association of Book Publishers will do its part in developing the publishing trade to best advantage, while the American Booksellers' Association continues the remarkable progress it has made in the past few years toward a high goal.

Printing Arbitration

IN granting the increases ranging from $2.50 to $5, the arbitrators have allowed just about what the employers offered October 1st, but the change in business conditions in those three months has been so tremendous that it cannot but seem probable that the receiving of this award will become a disadvantage instead of a gain to the Union. The increase is unfortunate, not merely because the cost of living has been receding rapidly, but because printing conditions are such that the demand for printing is rapidly decreasing, and even the slightest increase to consumers will send them out of town rapidly. Already Chicago has been filing bids here considerably below the present New York scale per thousand ems, and many printing offices will soon feel the pinch of lack of work. One New York printing plant has been closed down for a week for lack of business. The suggestion from users of printing that the employers must absorb any increases was looked upon as mere talk on October 1st, but is now a reality, and the report is common that many of the printers have realized that this must be done. No manufacturer, whether he issues books or any other item that uses print can go out to-day with any increased rates on his product. Publishers cannot absorb any more, because they have been busy absorbing for the last four months. The only answer is for the printing

houses to take care of this or else the work will have to go elsewhere. It seems likely that the Union will be really embarrassed by the award instead of benefited by it.

The Sales Tax

THE article from the Washington correspondent of the PUBLISHERS' WEEKLY in another column points out some of the effects of a sales tax on the bookselling business, and the best information from Washington seems to be that some tax of this character is likely to be enacted. That the book business is one of those that will be most adversely affected seems apparent. If the tax adopted is to become something like an excise tax, merely on the last sale to consumer, it will have to be a tax of greater size than if scattered over the different types of the business. In this case books will be likely to have the full weight of the tax, while periodicals carrying reading matter in another form will probably escape with a lighter impact.

If the tax becomes a stamp tax like that used for patent medicines to-day, it will be another reason for people to slow down their buying of books. If it becomes a tax on turnover applied to every business, it seems probable that the imported book will have considerable advantage, as there will be on these only the final tax, and there will be, as frequently pointed out, a great incentive to buy books direct from the producer instead of thru retailer and jobber, as there will then be but the one tax instead of three. At the same time, sales such as stocks and insurance would escape this type of tax, and yet in that field there has been much more margin for accumulating a real profit than there ever has been in the book business.

What They Want

WITHIN a few blocks of these editorial offices there are hundreds of dining places. Two come quickly to mind, because they are crowded at all eating hours. This seems to come about not because of their special attention to shining fittings, not to any special advantage of location, not even to advertising, but simply because they show undoubted genius in serving what people like, and, after all, that is the principal thing that builds up the business of a restaurant.

There is some parallel to this in the field of bookselling. We must continue to lay emphasis on the need of better planned and better equipped bookstores, on good locations, good staff and good advertising, but, after all, the bookseller must never forget that the chief attraction of a bookstore is the selection of books. Are the books of the past that people continue to want always there when the purchaser is interested? Are the staple books of information on every subject sufficiently represented, and, the most crucial of all tests, are the new books there when they are most in the public mind? Over and again the general public discusses bookstores, and the conversation too often drifts to the fact that some one was interested in a particular book, had seen that one discussed in the columns of the acute reviewers of the metropolitan papers, or found another book the talk of the neighboring city and yet, when it was asked for at the accustomed place of book buying, there was a lack of knowledge or lack of stock. The bookstore that *always* had everything that people wanted would be an overstocked bookstore, but the store that *usually* has what people are talking about is to be the successful bookstore.

These comments are somewhat prompted by a letter that has just reached this office, giving a book reader's experience in trying to buy one of the most discussed of new novels in a series of cities thru which he had traveled. It would appear invidious to mention the names of the stores where he failed to get help or to point out where he finally found quick recognition of his interest, but there are undoubtedly hundreds of people who have adventures like this and do not take time to express them. Let us say again that, after all, the chief attraction of a bookstore is the books that it has.

Annual Meeting Arranged

THE National Association of Book Publishers is to hold its annual meeting at Hotel Astor on the third Tuesday in January, the 18th. The business meeting will be at 11 o'clock, with reports from the officers and secretary, and election of officers and board of directors.

At one o'clock a luncheon will be served for members and guests with speaking. This is the first general meeting of members since the Association was organized last July.

Publishers' Weekly Thru 50 Years

1872—1921

I

FREDERICK LEYPOLT, born in Stuttgart in 1835, made his way to America when nineteen, and found in F. W. Christern both employer and friend. When in 1857 he returned from a visit to the home country to become truly an American, he started in Philadelphia, on Mr. Christern's advice, a bookstore for books in foreign languages, with which he later combined a reading room for foreign periodicals and still later a circulating library, strong in French literature, under charge of Miss M. M. Monachesi. He began to publish foreign translations, in dainty shape, and became American agent for the Tauchnitz reprints. Thus he had come into touch with the book-trade in all its relations before 1864, when he established a branch publishing house in New York at Broadway and Bleecker Street.

Hither came in 1865 a young Yale graduate named Holt, with a translation under his arm; and in 1866 the Leypoldt owl on a book appeared over the imprint of Leypoldt and Holt, the precursor of the honored Holt House of to-day.

Mr. Leypoldt was a born bibliographer, and so emphasized this special field that in 1868 he arranged to sell his book publishing interest to Mr. Holt, tho the firm name was to be continued, and devoted himself to compiling and developing the *Literary Bulletin* of the house as a monthly record of foreign and home publications, in connection with which he published an *Educational Catalogue* in August, 1869. In the following month he started the monthly *Trade Circular* as an imprint publication on the model of Brockhaus' *Literary Bulletin,* which obtained an average circulation among retail booksellers of 30,000 copies. This became in July, 1871, the organ of the Publishers' Board of Trade of those days.

Mr. Leypoldt had prepared also an annual catalog of American publications for 1869, and included a second issue covering the books of 1870 in the *Trade Circular Annual* of 1871, issued under the imprint of Leypoldt, Holt and Williams from 25 Bond Street. This volume contained the germ of many later enterprises, including the *Publishers' Trade List Annual.* Mr. Leypoldt prepared a third annual catalog covering books of 1871 in a second *Trade Circular Annual,* which included a review of "Literature in America in 1871," written by R. R. Bowker.

These are the steps which came before Mr. Leypoldt's final development of the purpose which he had long had in mind. With such extraordinary knowledge of the book-trade, home and foreign, in the relations of retailing, news room and circulating library, publishing and importing, and with an unbounded enthusiasm for book dealing as a profession, Mr. Leypoldt at last reached his life task.

Leaving the firm of which he had been the head, he took an office at 712 Broadway, just south of Astor Place, then "up-town" and near the center of the book-trade, which had begun to move north. The PUBLISHERS' WEEKLY, which honors him as its founder, was first published from this office January 18, 1872, as the *Publishers' and Stationers' Weekly Trade Circular.* The second number announced the purchase from George W. Childs of the *American Literary Gazette and Publishers' Circular* of Philadelphia, founded in 1852, which was thenceforth incorporated with Mr. Leypoldt's enterprise, making it twenty years old at its birth.

It was a modest office in those days. Miss Monachesi, his assistant in Philadelphia, became his righthand in preparing book-lists, while her brother, Nicola R. Monachesi, became advertising solicitor for the new periodical. William A. Stewart, a youth whose family were in close touch with Mr. Leypoldt, presently became bookkeeper, the beginning of an association which kept him in pleasant relations with the book-trade for over forty years, till his death in March, 1919. Good-natured Richard Brinckerhoff represented other early publications of the office. R. R. Bowker, a young journalist who, after graduation from the City College in 1868, became city editor and presently literary editor of the *Evening Mail,* had made that journal thru personal acquaintance with authors and publishers the authoritative source of book information. Mr. Leypoldt arranged with Mr. Bowker for the supply of his news columns and for literary work, in which Graham McAdam was his personal assistant.

With the first number of 1873 the cumbrous title of the periodical was condensed to its present title, THE PUBLISHERS' WEEKLY, which was continued in its old-fashioned typography until the first number for 1919. Mr. Leypoldt's aim had been to cover the stationery as well as book-trade, and in 1876 he published the *Stationers' Hand-Book,* planned to develop into a trade list annual for that field. He did not, however, foresee the importance of this field of journalism, and, unfortunately, left its profitable cultivation to other hands.

The periodical was started at the modest price of $2.50 per year with $20 as the advertising rate for pages unpreferred in position, and the two volumes of the first year aggregated but 1324 pages. D. Appleton & Company were the first advertising patrons, occupying the first page of the first number, and Dodd and Mead, represented in this first number, were the only other publishers who have retained practically the same name until the

present day, tho the Harper and Scribner houses were represented in the second issue.

Mr. Leypoldt faced innumerable difficulties in his pioneer work, and on one occasion vowed he would leave it to the publishers to send in their material for the weekly list without specific solicitation. The result was a list of three entries, printed on an otherwise blank page in the issue for August 9, 1873, an early use of "white space" for advertising which produced its effect in rousing publishers to a sense of the need of co-operation with the devoted bibliographer.

In 1873 the office was moved, to be near postal and printing facilities, Waldron and Payne being the printers, to the old Potter Building at 37 Park Row, opposite what was then the new post office, where Nassau Street reached Printing House Square. This was known also as the World Building, and after its destruction by fire, the site was occupied by the New York *Times,* which later built a new building to replace the old, while the editors still kept busy in their old places! The publishing business had not then left "down-town" in sole charge of the Harper establishment on Franklin Square, as is now the case. The Park Row offices were around the corner from the editorial rooms of the *Evening Mail* in Frankfort Street, and Mr. Bowker gradually formed closer connection with Mr. Leypoldt, until, on the severance of relations with the *Evening Mail,* he came into permanent association with the Leypoldt office, and thence did his work as a contributor to the literary department of the *Tribune,* while Dr. Ripley was its honored literary editor.

Mr. Leypoldt's inventive ambition always outran his present resources, and he evolved numerous auxiliary undertakings, one of them the earliest list of books for boys and girls prepared by Miss Caroline M. Hewins. Together with the PUBLISHERS' WEEKLY, he issued from 1875 the *Literary News,* a development of his former imprint enterprise, which reached most of the retail book dealers of the country with a circulation for some issues of over 100,000 copies.

More important still was the *Trade List Annual.* Howard Challen had got together in Philadelphia in 1867 and 1869 collections of publishers' catalogs, which gave the initial suggestion for the permanent enterprise. The *Uniform Trade List Annual* was issued in essentially its present shape in 1873 in a volume three inches thick, at the nominal price of half a dollar. It has been published without gap ever since, the title being changed in 1876 to the *Publishers' Trade List Annual,* and became known as the "Bookseller's Bible" and the weightiest single volume going thru the mail. It is now a volume of eight inches in thickness, weighing seventeen pounds, costing $3.80 to bind and $1.36 for postage at book rates.

The American Book-Trade Union had been formed by western booksellers at Cincinnati in 1874, with Isaac B. Aston of Columbus, Ohio, as president and Timothy Nicholson as treasurer—still in the land of the living in the Quaker town of Richmond, Ind., and one of the honored veterans of the trade. The personnel of the PUBLISHERS' WEEKLY came into close relation with this organization which broadened into national scope, and included the leading book publishers. It held a convention at Put-in-Bay, Lake Erie, later in 1874, when it became the American Book Trade Association, with A. D. F. Randolph, the New York publisher and bookseller as president. A second conference was held at Niagara Falls in 1875. In the centennial year 1876 it held its third conference at Philadelphia in connection with the Centennial Exposition, and the PUBLISHERS' WEEKLY issued a special Centennial Number, describing the collective book-trade exhibits in that great exhibition. The American Book Trade Association went on the shoals in the heavy weather of an endeavor to change nominal prices to net prices with decreased discounts, and never came together again.

Mr. Leypoldt recognized the growing importance of the libraries as a means of book distribution, and a column of library notes was made a feature of the PUBLISHERS' WEEKLY. Early in 1876 tentative announcement was made of a library periodical, and this brought from Amherst Melvil Dewey who had the same thought in his mind. A consultation at 37 Park Row in March, 1876, between Mr. Leypoldt, Mr. Bowker and Mr. Dewey had the twofold result of starting the *Library Journal,* which issued its first number in September, 1876, and the American Library Association for which the first call was sent forward from that office and which held its first conference at Philadelphia in that year.

A studious young man of German parentage, born June, 1850, in down-town New York, named Adolf Growoll, who had started as a printer with Waldron & Payne, had come into relationship with the office in 1877 to help Mr. Leypoldt in the preparation of the *Educational Catalogue.* He was destined to make his mark in American book-trade development. Mr. Growoll became managing editor of the PUBLISHERS' WEEKLY, and until his death in 1909 was its main reliance. He was a founder of the Booksellers' League, at whose dinners he is held in loving memory, and he contributed to the literature of the book-trade numerous bibliographies and other publications, notably his work in three parts on "The Profession of Bookselling," originally published in the columns of the PUBLISHERS' WEEKLY.

The next removal was in 1879 to offices at 13-15 Park Row. Permanent American bibliography had been developed by O. A. Roorbach and continued by James Kelly, but their work was inadequate, and Mr. Leypoldt determined to make a better record of books in print in the centennial year 1876. This was the beginning of the great quarto series of the *American Catalogue,* which continued till the end of the nineteenth century. The orig-

inal volumes were edited chiefly in the offices at 13-15 Park Row, which also proved the place of birth of the Mugwump movement in a consultation called by Mr. Bowker in September, 1879, in which movement George Haven Putnam and many publishers participated.

On the *American Catalogue* in the two great volumes of 1876, the first by author and title, the second duplicating the entries by subject, Mr. Leypoldt had the help of L. E. Jones and later of Miss Augusta I. Appleton. The enterprise was underwritten to some extent by publishers who subscribed for a number of copies at $25 each, but its publication was beyond Mr. Leypoldt's resources. He was, in fact, one of those enthusiasts who never counted the cost, and it was too frequently a painful episode of the office that three o'clock arrived with notes due for which there was no money in the bank, causing terrific agitation on Mr. Leypoldt's part. To carry thru the *American Catalogue,* an arrangement was made by Mr. Bowker on behalf of Mr. Leypoldt with A. C. Armstrong & Son, who became the nominal publishers.

To further relieve Mr. Leypoldt, Mr. Bowker raised the money to purchase the PUBLISHERS' WEEKLY itself from him on a conditional scale, involving right of re-purchase by Mr. Leypoldt on the same terms, plus any increment of value. This was in 1879, and Mr. Bowker took over the general management of the periodical. But early in 1880, Harper & Bros. commandeered him as their representative in London, especially in connection with the starting of an English edition of *Harper's Magazine,* and the periodical was technically leased back to Mr. Leypoldt in the expectation of its early re-purchase. Mr. Bowker returned from London late in 1882 and for some time continued in relation with the Harper house.

Mr. Leypoldt removed the offices in 1883 to 31 and 32 Park Row. Meantime his enthusiasm and nervous energy had been undermining his health, and he died, a martyr to his profession, on March 29, 1884. The PUBLISHERS' WEEKLY for April 5, 1884 was made a memorial of his life and labors.

Mr. Leypoldt had died without the repurchase of the PUBLISHERS' WEEKLY. The *Literary News,* the *Publishers' Trade List Annual* and the *Library Journal* remained to his estate, and his widow, Augusta H. Leypoldt, a niece of F. W. Christern, joined forces and interest with Mr. Bowker and became the valued bibliographical editor.

In 1887 the offices were removed to 330 Pearl Street on Franklin Square, opposite the Harper Building. Here Louis J. Hoffman developed the Hoffman Press, which did the composition on the PUBLISHERS' WEEKLY, and Mr. Bowker organized the Economist Press as pressroom, under the charge first of Arthur E. Waldradt and later of W. W. Moore.

In 1890 Mr. Bowker became the executive head of the Edison Illuminating Co. and his time was much occupied in the development of that enterprise, and particularly in the erection of the great station on Duane Street. In 1892 the PUBLISHERS' WEEKLY offices were moved to 28 Elm Street, opposite the Edison Station, and remained there until in 1894 fire gutted the building, when Mr. Bowker was obliged to superintend the safeguarding of the Edison Station, while watching the destruction of his personal offices opposite. Temporary headquarters were found at 54 Duane Street, and in 1895 removal was made to the building at 54 Duane Street, corner of Elm Street, next the Edison building, Mr. Bowker confining himself to the Edison offices for most of the business day and doing his work at the publishing office the first hour in the morning and the last in the afternoon.

In this location the PUBLISHERS' WEEKLY remained until the removal of the offices in 1900 to 298 Broadway.

The American Book-Trade Journal

Place of the Publishers' Weekly in the Book-Trade

IT is a very natural custom and a helpful one to have each trade or profession considered as a unity, as a group whose statistics belong together and whose problems are of a similar nature. This habit of considering similar businesses as of a compact group is encouraged by census takers, labor reports, and by the increase of national associations working for the general good of all concerned.

Sometimes, however, this apparent solidarity of interest is much more apparent than real. After all, manufacturers work in their own circle of problems, in their own cities or isolated places of business, and retailers whose problems may be similar are scattered in communities widely apart. It is not too much to say that the thing that does bind the producer and distributor together in one habit of thought is the trade paper, and in this field America has led every nation in building up in the last half century a group of business trade papers that are without equal in their effectiveness and usefulness in any country in the world.

The American book-trade is very largely centered in four large cities, but, as publishing is of necessity a matter of individual conception and initiative, it is not always the natural inclination for publishers to draw closely together. In the field of the retailer, activities are naturally much more widely scattered, and yet, as the trade is in total a small one, the individuals are more prone, as in many trades,

to become isolated workers in private corners.

It is not too much to claim that the PUBLISHERS' WEEKLY in its long history has done more than any other one instrument to keep that sense of trade interest and solidarity between these widely scattered units. Today, with the American book-trade feeling the impulse of new ideas and new opportunities, the PUBLISHERS' WEEKLY stands more ready than ever to serve the book-trade as a focusing point, as a place for the publishers' interests to be discussed, and as a medium going to all handlers of books, not only booksellers who make up the majority of its circulation, but also to librarians, literary editors and others. There is not a state in the union where the PUBLISHERS' WEEKLY does not go. It goes to Canada and all of the foreign countries that are large users of books. Many of the regular features of the WEEKLY have become an accepted part of every bookman's reading, so much an accepted thing that it would be hard to realize just what loss there would be if its regular coming should be held up for a season.

Of fundamental interest is the *Weekly Record of New Publications*. This record is scanned by all booksellers, librarians and editors who wish to be promptly in touch with what is coming from the presses. Unlike the records of literary periodicals, it is not restricted to the books that are sent to the office, altho all the established publishers send their publications on issuance from the press. It includes just as carefully the books from private presses, from those entering but casually into the field of book publishing, from religious houses, law book publishers, universities, state, government and every source to which a book can be traced. To make this record complete requires the work of two bibliographers thruout the year. Every source of possible information about new books is checked up, including the Library of Congress cards, and out-of-the-way publishers are immediately written to for accurate information. The divided page, which was introduced a year ago, has proved of great value, as it permits segregation of less important items, which would be of interest to but few. About 8,000 entries are made in these columns during the year, or about 160 to each issue. The monthly summary of book production, based on this list, is used thruout the country as statistics of the book-trade.

Regular Contributors

The general news for the PUBLISHERS' WEEKLY is gathered from hundreds of sources. Its long establishment means that people in all directions send news items. Every book-trade paper is carefully scanned for items that may be of importance to the book-trade: the papers of England, of continental Europe, of Canada, of Australia, all of the principal American book papers and literary pages are read with a view to making sure that the PUBLISHERS' WEEKLY shall include all items likely to be of interest to publishers or book distributors. A regular correspondent, Waldon Fawcett, watches for developments of interest in Washington; W. A. Craick, of Toronto, contributes occasional news letters from Canada; George H. Grubb, of London, watches for special material on the English book-trade happenings.

Familiar Features

The signed articles that appear are intended to bear wholly on the interest of book distributors and not on the literary value of books, which is completely covered in scores of other mediums. It is the intention of the editors to have one or two signed articles of importance in each issue, with material that no one in the book-trade would wish to miss. An important serial will start during January on "The Story of Paper," written by Benjamin S. Van Wyck. This series of articles will approach the story of paper, not from the point of view of its technical manufacture, but of its history and the romance of its development and its present usefulness, a series intended for those who handle paper in its manufactured state, with a view of increasing their knowledge of the material and its possibilities. This series will be followed by similar articles from other writers on printing, illustrating and binding.

There will be continuous emphasis placed on all progressive attempts to handle books in a new or especially successful way. Bookstores whose equipment or merchandising success makes their record of importance to others, new stores who approach distribution from a new angle, specialty stores that are giving intensive study to some phase of book distribution will be written up, and these articles will be illustrated with photographs in order that booksellers may visualize what other people are doing.

The place of women in bookselling is becoming of increasing importance, and this will be recognized during the coming year by a special monthly page on "Women and Bookselling." This page will include special news from women's bookselling enterprises and reports from monthly meetings of the Women's National Book Association.

The problems of the publisher will be constantly recognized by prompt reports on such matters as paper, printing, copyright and postal regulations. The changes going on in these various fields today make this feature of the WEEKLY of increasing importance.

The interest of the retailer in better merchandising of books will be continually recognized as before by special articles, and also by a regular weekly page entitled "In the Field of the Retailer," which will bring out practical suggestions of good retail practice.

The human side of bookselling is not to be forgotten, and the "Uncorrected Galley" has become a looked-for feature by most subscribers. In the same field there will appear during the coming year "The Adventures of a Bookseller" by "Ketch." The human side of

these bookstore anecdotes will appeal to all who have sold books. The contributors' columns are always open to those who want to discuss trade problems, and many of the most interesting discussions come in that way.

The rare and second-hand business, as well as the general trade, will find the *Books Wanted* pages among the most important of the WEEKLY's pages. Tens of thousands of books change hands each year thru these notices. Many dealers pick up a large part of their annual business in this way. So many books have gone out of print during the last few years that the need of this constant interchange is much greater than ever before. The rare book interests are followed in the regular department by Frederic M. Hopkins, long well-known to the rare book business, who constantly follows the auctions and reports special features of the sales, and comments on the general tendencies of the market. A calendar of auction dates is carried weekly, so that the current number serves as a guide to those who do not wish to miss the important events. All old book catalogs of any individuality are listed, in order that those who do not receive them regularly can search out lists that seem to bear on their particular interest.

In the field of book news, the columns of "Among the Publishers" and "Author Gossip" follow the happenings of the trade promptly, emphasizing things of current publishing record that have special *news* interest.

Special Numbers

The important part of the special numbers of the PUBLISHERS' WEEKLY in the book-trade should not be forgotten. These start with the *Annual Summary* Number, the last issue in January, when the book-trade statistics of the previous year are gathered for permanent record and discussed in their bearings on future development. This number becomes an important reference book for book-trade facts for many months to come. In February comes the *Traveler's Number,* emphasizing as it does the importance in any trade development of the traveler whose business it is to carry the message of the producer to the live distributor. In March comes the important *Spring Announcement Number,* whose advertising pages are a reference guide for those who prepare catalogs or plan buying for the spring season, and whose author and title index serves as a reference for those searching for books and publications in the first six months of the year. In May falls the *Convention Number,* giving the full report of the happenings at the American Booksellers' Association gathering, with its important discussions and valuable papers. This is closely followed by the *Summer Reading Number,* which is intended as a guide to those who are studying the summer market, and which is used in imprint edition by the retailers in building up their vacation trade.

In July falls the annual *Educational Number,* which has been an index to the textbooks of the country for many years. Every textbook in print is represented, and this gives to the textbook industry of the country an up-to-date reference book, which is invaluable in following the ever increasing publications in this field. It is found all thru the year on every textbook publisher's desk and on the shelves of the buyers and all large educational systems.

The last week in September brings the *Fall Announcement Number,* the authoritative reference book on the scope of the fall's publishing activities. Buyers in every field, booksellers, librarians, mail order houses, look to this as the most complete survey of what is appearing in that season, makers of catalogs use its advertising pages for their most concise description of the important titles and booksellers in every direction use its index from then until Christmas, in order to trace the books which are called for and not readily recognized. Without this valuable reference book, the fall business would be a thing of confusion indeed. In November comes the *Christmas Bookshelf,* which winnows out and offers in attractive display the cream of the fall publications from the point of view of the gift giver, a publication which has been used for years by the retail book-trade in bringing books as gifts to the attention of all of its best buyers.

More than is the case with most trade papers, the editorial pages of the PUBLISHERS' WEEKLY have important bearing on trade developments. These pages have always been written with authority and with an unprejudiced view on trade affairs, both from the publishing and retail angle. Its opinions and discussions are widely quoted wherever books are of interest and perhaps more than any other part of the periodical, the editorials serve to emphasize the common interests that must lie between all those who have the good of the book and its distribution at heart. It is to be hoped that the bigger and better book-trade which seems to be developing can be helped along by these columns.

The PUBLISHERS' WEEKLY *enters its fiftieth year with high hopes that it may be able to improve all its regular departments, realising that no periodical or other enterprise can afford to stand still in an age of progress. Believing, as it does, in the great future of the book-trade, its editors will endeavor to supply an organ adequate to the great possibilities.*

Book Cloth Prices

NEW scales of book cloth prices have been issued by the Interlaken Mills, Holliston Mills and Western Shade Co., all of these showing about an average of twenty per cent decrease over the levels of last spring. The cotton market, which influences these prices, has fallen heavily, and this is the first reflection in this market of this change.

Printing Unions Win Raise

New York Arbitrators Make Awards

THE arbitrators who have been considering the demands of the eight New York unions connected with the printing trade have awarded increases, on a decision rendered December 24th, of from $2.50 to $5.00. About 19,000 workers were affected by this decision, which will make the New York scale the highest in the country and double that of London. The award is retroactive to October 1st. Readjustment of the wage scale was demanded by the unions on account of the increase in cost of living as compared with last January, when the agreement was made, and the arbitrators took into consideration only two factors—the increased cost of living and the economic condition of the industry.

The eight unions involved in the arbitration demanded increases ranging from 25 to 42 per cent. The employers offered to give the workers a flat increase of $4 a week. This was rejected by the unions. The employers then withdrew their offer, and the whole question of wages went to arbitration, as provided for in the contracts made last January, following a long strike in the printing industry.

The arbitrators were Dr. George W. Kirchwey, formerly Dean of the Columbia Law School and now Professor of Penology at the New York School for Social Work; Dr. William M. Leiserson, Impartial Chairman of the Labor Adjustment Board of the Rochester Clothing Industry; and Dr. William F. Ogburn, Professor of Economics at Barnard College.

The decisions of the arbitrators were announced by the Labor Bureau, Inc., 1 Union Square, which acted as economic adviser to the unions. Evans Clark of the bureau said the workers expected a greater increase, but the awards were considered in the nature of a victory for organized labor, particularly as the tendency everywhere is for reduction in wages.

In the group arbitrated by Dr. Kirchwey is Typographical Union No. 6, with 6,500 members in the book and job trade, who were awarded an increase of $5 a week over the present scale of $45. They had demanded $18. The 2,800 members of Press Assistants' Union No. 23, who had demanded $18, were awarded $4 a week increase, bringing the new scale up to $43 a week. The pressmen in Job Pressmen and Feeders Union No. 1, who now receive $40 a week and had demanded an increase of 40 per cent., will get $4 a week increase; while the feeders, who demanded a similar increase, get an advance of $3 bringing their wages up to $32 a week. There are 1,200 workers in the union, equally divided between pressmen and feeders.

In Dr. Ogburn's group, the 2,800 members of New York Printing Pressmen's Union No. 51, get an advance of $5 a week over the present scale of $46. They had asked for 40 per cent. The cutters in Paper Cutters' Union No. 119, who asked for 25 per cent increase, were awarded $3.50 a week, bringing the scale up to $45.50. The sheet straighteners in the same union got an advance of $3, the new scale being $40 a week. They had asked 25 per cent increase. There are 900 cutters and 600 straighteners. Dr. Ogburn awarded to the 400 paper handlers in Paper Handlers' Union No. 1 an advance of $3 a week, the new scale being $38. They had asked for $15 increase.

Dr. Leiserson awarded 200 mailers in Mailers' Union No. 6 an increase of $3 a week over the present scale of $37. They asked for 30 per cent. The 2,100 bindery women in Binderv Women's Union No. 43 were awarded an increase of $2.50 a week, bringing the new scale up to $30 a week. They had asked for an increase of $12.

Early Preparation for a Dull Month

THERE is one bookselling season that really reaches its crest in May (supposedly the dullest of all months in bookselling), and the wide-awake retailer begins shortly after the first of the year to look into the possibilities in this direction. That field is the field of the commencement and graduation record, and the bride's book.

The thing that keeps this kind of book perpetually active is that anyone who has ever kept such records and has been able to look back at its pages from five to ten or twenty years' perspective, has easily realized that he or she would not willingly have been without that record. These are the books that bring back most vividly the most precious memories of life.

The retailer who really gets the value of these ever-recurring seasons has to start his activities some months ahead, as the more exciting activities of graduation year begin in the winter time, and if the record is to be complete the owner should have the book at hand and under way four or five months before Commencement, and the bride's book begins to receive material some months before June.

Several publishers have put much care and thought into the preparation of books for these fields, a kind of fine printing that has become a specialty in itself. The fact that the year round bookselling plan lays special emphasis on commencement and wedding time will give an added impulse to displays of this kind.

Progressive Bookselling

The Walden Bookshop of Chicago

The Walden Bookshop, which opened in Chicago last May, has attracted a great deal of attention, because of the originality of its design and appearance and because of certain consistent features of its business policy. It is in a quiet street, Plymouth Court, several doors from a busy one. The problem of the architects was to make the mountain come to Mohammed, writes Theron P. Cooper, mgr. of the Walden shop. The designers, William Jean Beauley, of New York and Fred H. Foster of Chicago proceeded upon a theory that wall space six feet or more above the floor has storage value only, as far as books are concerned, and in large cities is far more valuable as display space for paintings, prints, etchings, etc. They worked out an odd, irregular wall plan of shelves which is as attractive as, and perhaps gained inspiration from, some glimpse of the skyline of Michigan Avenue. This has left on the upper walls six large neutral tinted spaces which have proved ideal for the display of paintings, and the combination of paintings and books makes a room of beautiful, uncommercial appearance. The hangings and the runners on the center tables are of Monk's cloth. The lamps have parchment shades bearing the trademark of the store. The shelves are well-lighted, and much of the selling is done from them. Comfortable Windsor chairs invite the customer to tarry near the tables or near some of the low shelves, where late or especially interesting books are laid along the top. All but the lower part of the display window has been covered with an elaborate and highly decorative design in brilliant colors. This design includes the name of the shop and the trademark of the shop, the black crane, and has immense advertising force.

It is only fair to admit that the financial returns from the display of paintings have not as yet justified the empty upper walls, the management of the shop says, but believes that this is largely due to inexperience, and still has faith in the idea. The indirect returns from comment on the beauty of the store have been great.

The buying and selling policy of the store is like that of the Radical Bookshop, which is an older sister of the Walden Shop, and is under the same management. This policy has made a reputation as well as money for the Radical Bookshop and it has done the same thing in six months for the Walden Bookshop. The management believes that upon this the continued success of the store will depend. That policy is to be interested only in really good things, diffident about the second-rate and hostile to the mediocre and trashy. This means faith enough to stock a good title even when the discount is low and the turnover slow. It means usually, selling second-rate books only on the customer's orders. It means actually removing from the shelves any thoroly poor titles which have by some mischance crept in.

Another feature of the two stores which is undoubtedly contributing to their success, is their "consumers co-operative" form of organization, but that is a long story.

A recent Walden Bookshop exhibit of more than usual interest, was a collection of paint-

ings by Sherwood Anderson, author of "Winesburg, Ohio" and "Poor White." Mr. Anderson explained how he came to try his hand at art new to him. He said: "Some months ago I was in the South and in a very colorful country. Before my house lay a bay, an inlet from the Gulf of Mexico. There had been heavy rains up-country and the red soil was washed down into my little bay. The bay became red. The morning and afternoon light falling on it made a color madness that got into my brain. Altho I had never before touched a brush, I sent for brushes and paints." Such exhibits as this attract many people to a shop, some because of the interest in seeing the work of a favorite author in a new medium, and some because of their interest in painting. These latter may become interested in the books of a successful painter.

Real Books for Christmas

BOOKSELLERS and publishers have by this time in hand their own estimates of how the public has considered books as gifts during the Christmas season of change and fluctuation, but there cannot be much doubt that in numerous ways the book has become even more widely considered among those who check off lists of gifts between Thanksiving and Christmas. An interesting comment on this is a leading editorial in the Philadelphia *Evening Bulletin* the week before Christmas. As the *Bulletin* is not a book page paper, the comment on the holiday giving of books may be considered as a practical reaction of an editor who looked on the book situation from a somewhat detached point of view.

HOLIDAY GIVING OF BOOKS

"Reports of booksellers and publishers indicate clearly that this has been an unprecedented season for the presentation of books. Recourse has often been had to a desirable volume when the perplexed shopper for Christmas gifts could find nothing else appropriate. But, according to the trade, there has been for the past two weeks a tendency to bestow books primarily and for their own sake. Certainly it is a most gratifying manifestation of the spirit of Christmas giving.

"The practice may be regarded as partly due to the revolutionary change in the character and quality of the books produced and displayed for the holiday purchaser. Lavishly illustrated editions of classics or narratives of travel were the best among those available up to a dozen years ago. Flimsy and gaudy reprints of poems or brief tales, in which the decorations imparted obscurity to the text, were the worst of them. These volumes were designed and manufactured for the holiday trade. Gifts of the better class were soon relegated to the book shelves to remain undisturbed until house cleaning time; those of the more perishable variety speedily passed from the library table in company with old magazines.

"Books like these have almost disappeared from the market. Their place has been taken

COMBINED PAINTINGS AND BOOKS

by good literature, comprising both 'standard authors' and the most recent works in every department of literary activity. Holiday purchasers have learned to consult the tastes of readers among their friends, and to make gifts accordingly. History and biography, recent travel and exploration, science, essays, poetry and drama, all meet the preferences of a myriad of readers, as well as fiction, which flourishes universally.

"The national diffusion of popular education has raised up a numberless army of readers in the United States. One reason given for the phenomenal sales of the so-called historical romances and other novels twenty years ago was that this multitude was just discovering the charm of books. Other causes were doubtless operative, not the least being a psychological wave which set hundreds of thousands of persons, comprising all sorts and conditions of men and women, simultaneously perusing precisely the same novels. The books were second rate, or worse, but if they stimulated an appetite for reading in general, they fulfilled an important mission. In a similar way, the Christmas giving of good literature is not unlikely to foster a deeper interest among untold thousands in what is best in the well-tilled fields of human endeavor, thought and imagination, as enshrined in current literature.

"Let the book lover who receives a worthy volume from a relative or friend show his appreciation of the giver's thoughtfulness in no uncertain terms. In this way he will become a sort of literary missionary to promote a kind of Christmas giving that, like mercy, blesses him that gives and him that takes."

A Sales Tax and the Book-Trade

By Waldon Fawcett

IT appears so reasonably certain that we shall have, in the United States in 1921, a general sales tax as an important, if not, indeed, the principal medium of Federal revenue, that the book-trade may be justifiably interested in the precise type of sales impost to be applied. Up to this time, fortunately, the book-trade has been spared close acquaintance with the "sales tax" or "consumption tax," as this source of income has been designated in some instances. Since the United States entered the world war, the national program of taxation has incorporated a considerable schedule of "retail sales taxes," collected, by means of the affixing of stamps or otherwise, by the seller from the purchaser at the time of sale. However, the war-inspired sales taxes have been comparatively limited in scope, embodying such special levies as the sales taxes upon automobiles, etc., and the so-called "luxury" taxes applicable to merchandise when sold at retail at prices above prescribed minimums. But even the "luxury" tax has touched the book-trade only via certain side lines handled by some booksellers.

What Form Will It Take?

Now, however, the entire book-trade and all its affiliations appear to be due to make closer acquaintance with a sales tax which will take toll at one or more points of all books published for profit. Widespread opposition to the "excess profits" tax and to certain features of the income tax has rendered certain the overhauling, in the early part of 1921, of our domestic revenue system, in conjunction with a general revision of the tariff. From the day that this rearrangement of taxes was officially forecast there has been energetic and persistent agitation in behalf of a sales tax as the backbone of the new revenue program. To what extent this agitation has been propaganda is in doubt. Certain it is, tho, that the aggressiveness with which the sales tax idea has been championed by bankers and economists has rather overawed business interests that have not deep-rooted convictions on the subject. Yet, the mere circumstance that it is a system of taxation, designed to endure for years to come, that is soon to be in the making renders it important that bookmen give heed to this issue while there is yet time for crystallized trade sentiment to make impress at Washington.

As has been said, the question of the hour is not so much whether we are to have a sales tax as what form the tribute from sales is to take. To a considerable extent, the impression has taken root in book publishing and book selling circles that the sales tax which seemingly impends is a tax upon gross turnover, to be collected at every turnover from primary producer to final retail distributor. The prospect of the tax upon turnover has naturally inspired misgivings on the part of those in the book-trade who apprehend that such an impost would be liable to give unjust advantage to producers who sell direct to consumers and would penalize books that pass thru the hands of wholesalers or jobbers, the disadvantage in price being directly proportionate, presumably to the number of hands thru which the books passed en route from printing press to retail counter.

Tax on Turnover

This tax upon turnover should not, however, be regarded by the trade as a foregone conclusion. It is, to be sure, the form of sales tax that has been most prominently exploited both in the corridors of the national Capitol and in the public prints, but it is by no means the sole candidate. Various alternative levies upon sales have been outlined. Some of the proposals take the form of special bills, lately introduced in Congress. Others appear as suggestions laid before the Ways and Means Committee of the House of Representatives which is even now engaged in the preliminaries of drafting a new revenue law. The significant point is that each and all of these diverse sales taxation schemes will receive due consideration at the hands of the lawmakers, and it may therefore be worth while to appraise the support and opposition that is present in the respective quarters.

The proposed tax upon turnover, which seems to portend disquieting inequalities in the book-trade and provokes resentment in proportion, finds enthusiastic support from retailers in many lines. The reason is not far to seek. It lies in the fact that a tax upon turnover, say a levy of 1 per cent, that being the rate most frequently suggested, would be included or absorbed in the retail price paid by the ultimate consumer. Many merchants who have had experience in recent years with stamp taxes or special levies that must needs be collected as such from a buyer at retail at the time of purchase have conceived the idea, justly or not, that an "extra" of this kind, small in amount tho it be, operates to chill or check sales when tacked to a quoted price. Retailers of this school would rather pass along a turnover tax, regardless of its cumulative proportions, so long as it remains "invisible" to the ultimate consumer.

In order that opponents of the tax upon turnover may not underestimate the sentiment that they will encounter on the other side, it should also be explained that not a few retail merchants in various lines have been persuaded to a preference for the tax upon turnover, if some sort of sales tax is

inevitable, by the boon of minimum troubles in bookkeeping. Many small merchants, with limited facilities, shudder at the thought of being called upon to provide a system that would show a record of each individual sale and the amount of tax collected. The general tax upon turnover, as championed at Washington, contemplates merely a monthly computation upon the gross receipts of each taxpayer. Even this system, it may be noted parenthetically, would require Uncle Sam to create auditing and tax-collecting machinery of appalling proportions but, in the eyes of the average retailer, it appears as the lesser of two evils.

Various Congressional Bills

A considerable contingent in Congress, including certain avowed guardians of the general public or the ultimate consumers, is, however, staunchly opposed to the proposed tax upon turnover and advocates, with proportionate vigor, a tax upon final retail sales. By this plan the publisher or other manufacturer and likewise the wholesaler or jobber would have no direct contact with the sales tax. Only the retail merchant or the agent delivering goods to the final purchaser would be required to make return to the Bureau of Internal Revenue. The proposed tax upon final retail sales, being a consolidated tax, in lieu of several successive taxes upon turnover, would, of necessity, involve a higher rate. According to Congressman Ira C. Copley of Illinois, a member of the Ways and Means Committee of the U. S. House of Representatives, who champions the final sales tax, the rate could equitably be 3 per cent.

The argument that, above all considerations of self-interest for respective classes of business men, is being put forward at Washington in justification of the tax on final sales, is that it should prevent or disclose price inflation on pretext of tax toll. Representative Copley, and other devotees of the final sales tax, feel that the submerged tax upon turnover would afford, to shortsighted business men, a means of marking up ultimate prices to consumers more than would be justified by the cumulative tax—be there three or twelve turnovers between conversion of the raw material and delivery of the finished product. And the ultimate consumer would have, of course, no check upon the correctness of the ultimate price ascribed to tax obligations. With a tax on final retail sales, added to the net price at the time of sale, and collected from the buyer as an "extra," there should, according to the logic here reflected, be scant opportunity for any vendor to take refuge behind the vague explanation of "taxes" for unwarranted prices.

A variation of the sales tax idea is proposed by Congressman Bachrach in a bill that he has introduced in the House of Representatives and which is known officially as H. R. 11985. This measure proposes a tax of 1 cent for each $1 or fraction thereof of the amount paid for any article of merchandise when sold by a dealer up to $500 and a tax of 5 cents per $1 of price above the $500 limit. A tax of 1 cent on the dollar would also be imposed upon all paper-making materials, along with other materials taken from mines, woodlands, etc.

The idea of a graduated sales tax, or more strictly speaking, a purchase tax, has been put forward by Congressman Smith of Idaho, in a bill (H. R. 12970) designated to provide a fund to pay the expenses incident to soldier relief. This projected tax program would involve a tax of one cent on each purchaser on a transaction from 15 cents to $99.99; three cents on purchases of $100 to $500; six cents on transactions of $500 to $1000; and so on. Payment of the tax would be attested by affixing special stamps.

Congressman Mott has lately introduced a bill (H. R. 14956) that would extend the contemplated "general sales tax" to include not merely tangible property but patents, trademarks, copyrights, good-will, etc. The rate that appears in this bill is 1 per cent, the quota commonly mentioned in most of the general sales tax schemes, albeit Jules W. Bache recently informed the Ways and Means Committee at Washington that, in his opinion, it should be possible, after the first year of the operation of a general sales tax, to reduce the rate from 1 per cent to one-half of one per cent.

Secretary of Treasury's Plan

If Congress takes the advice of the Secretary of the Treasury there will be no "general sales tax," that is, to say, no sales tax of universal application. The head of the Treasury endorses the idea of a sales tax, or as he puts it, a "consumption tax," but it appears to be his idea that, for administrative and other reasons, it would be best to forego the idea of a universal sales tax (either upon turnover or upon final retail sales) and, instead, to pick out a few, productive, conveniently administered sales taxes. It was in accordance with this conviction that the Secretary of the Treasury recently submitted estimates of the amount of revenue that might be raised by means of increased sales taxes upon musical instruments, chewing gum, candy, jewelry, automobiles, tobacco, theater admissions, and other commodities or services that already carry retail sales taxes.

One worry on the part of business men that is being reflected at Washington, and that is applicable in some degree to the book-trade is found in misgivings as to the procedure that would be necessary incident to the payment of sales taxes upon articles sold on the partial payment or installment plan. Merchants have also found disquieting the suggestion that it might be necessary, in order to facilitate the collection of taxes upon sales, to require every person or firm transacting a business in excess of, say, $6000 a year, to take out a Federal license. Firms that had experience with the red tape

of the Federal licensing system that obtained in certain fields during the war found the supervision rather irksome and their dissatisfaction has been communicated to other groups.

In conclusion it may be noted that, in a discussion a few days ago, in the Ways and Means Committee at the Capitol, Congressman Longworth, one of the closest students of the science and practice of taxation, expressed himself in entire accord with the opinion recently expressed editorially in the PUBLISHERS' WEEKLY—namely, that a turnover sales tax would be a distinct discrimination in favor of large interests that control the various processes of conversion and production of raw material to finished product as compared with the ordinary small concern that must have its goods manufactured outside rather than in its own plant, with consequent increase in the number of turnovers involved. This view also has the endorsement of Dr. Thomas S. Adams, the foremost tax expert at the U. S. Treasury. He declares that the turnover tax would give "a very great advantage" to the mail-order concerns and other interests that extend their functions back as far as possible into the productive processes. Dr. Adams also finds, in the suggested tax upon turnover, another menace that might have potent influence in the book-trade, viz., a discouragement of that "specialization" to which the book-trade, in common with other activities, has been tending, but which, from the nature of things, leads away from that integration upon which a turnover sales tax would put a premium.

Year Round Bookselling Program

Important Meeting of Sales and Publicity Men

OVER 150 representatives from leading publishers representing the sales and publicity departments gathered at an enthusiastic meeting at 25 Madison Avenue on December 22nd to discuss the details of the proposed year round bookselling plan. The details of the plan were put forward, various aspects discussed, and the comment from the floor showed hearty interest in this co-operative effort to give practical assistance to the bookseller. The meeting was presided over by Frederic G. Melcher, who served as chairman of the committee of organization. The other members of the committee who submitted the report were F. A. Clinch, of D. Appleton and Company; Whitney Darrow, of Charles Scribner's Sons; Harry F. Hull, of Dodd, Mead & Company; H. B. Earl, of Doubleday, Page & Company; F. L. Reed, of Grosset & Dunlap; W. R. Richardson, of Harper & Brothers; Harry W. Sully, of Charles E. Graham & Company.

The plan calls for an expenditure of about $5000, and 35 publishers have already signified their desire to take their part in this co-operative work. There seemed to be an indication that the number of those co-operating will reach up to 50 before the first of the year with the full appropriation necessary, altho it was learned that some of the most enthusiastic firms were ready to see that any deficit in this program would be met if the full co-operative backing was not obtained. The general plan contemplates the preparation of constructive suggestions for retailing of books, based on some of the experience gained from Children's Book Week and other trade efforts, and the supplying to the retailers who will signify their interest, a series of handsome colored posters to help in promoting seasonal displays, streamers for the windows and the detailed suggestions of how from month to month more active bookselling can be accomplished. The suggestions will not be directed toward individual titles, but rather to give general suggestions under which the dealer can make use of the books purchased from any direction or already in his stock.

The adopted slogan for the year is "Buy a Book a Week," which has already become the popular war-cry in the trade. It has been used by publishers, retailers and general newspaper copy. This admirable slogan will be repeated again and again in weekly displays, and its repetition can do much toward building up a real book buying habit.

It is believed that there is a new spirit of alertness and energy in the retail book-trade that makes this a very happy time to go out with the practical material for display purposes. For each month there will be a special suggestion made, but it is hoped that dealers will take these as typical of other sales efforts that they can make. In January the poster will emphasize the slogan "More Books in the Home." Around this thought, will be emphasis on home libraries and family reading, it being obvious that the winter months are the best time for biographies, for serious reading, for good fiction, etc. For February the slogan is "America Month." Each community is reminded by the birthdays that fall in February of the great leaders in American history, and the poster will help the bookseller make a better display than usual of books in this field. Schools will be interested, business men are interested in biography and history, business managers and others, in Americanization, etc.

For March the slogan is "Useful Books for Every Need." The poster will give a chance to make the display of a great number of books, dictionaries, atlases, technical books, business books, etc. In March there will be a Religious Book Week from March 13th to 20th. Special preparations for this are being made, in charge of a separate com-

mittee, which is making a close study of the conditions under which religious books are sold, with a view to finding the best possible way to get co-operative effort in their display and sale. This week will be valuable tc those who make a specialty of religious books, or to those who are in any way getting the benefit of the important clientele that buys in this field of literature.

In April the slogan is "Back to Nature Books," the best of all times to display books on gardening, tramping, nature study, etc. The posters and fliers will be of great assistance in making these windows of general interest, and the supplementary material for the posters will fit in around the general slogan. In May and June comes the emphasis on books as gifts, first as commencement gifts and then as wedding gifts. The book has never found its really complete market in this direction, and the poster and other material will be of great assistance to the bookshop in this way. If the book can come to its own by such an effort, the benefit will carry over to other seasons as well as to this. At the end of the six months' program, other ideas will be gathered, in order to make the last six months as important as these. All this material without cost will go to any bookseller who expresses interest in the program.

From January 1st on, the travelers of the subscribing publishers will carry with them full prospectus of the plan and blanks on which to record the address of those who will use these display helps. As each request comes in it will pass thru the central headquarters at 334 Fifth Avenue to eliminate duplication and there will be mailed immediately to the bookseller an eight page handbook on the whole subject, three posters, one on the general slogan of "Buy a Book a Week," which can be used for many months, one on "More Books in the Home" and one on "America Month," together with three streamers. Without further instruction, there will be mailed on February 25th two posters for March use and two streamers. On March 25th a poster for April and supplementary material will go forward, and on April 25th the two posters for the gift season and other material will be mailed. There will also be mailed at each time suggestions for newspaper advertising copy already set up and easy to use.

The cost of all these posters is to be borne by the subscribing publishers, as was the case in Children's Book Week. The bookseller's part will be in giving full consideration to the possibilities that these suggestions open up, and keeping his displays and sales energies at the best possible pitch.

There was expressed at the meeting a general feeling of genuine optimism for 1921 that augured well for the coming months, and a feeling of confidence in what the retail book-trade would do with this material. The travelers and publicity men have been finding a healthy co-operative selling spirit thruout the country. The suggestions brought forth at this meeting were taken up in detail by the committee in charge at a special meeting, and the preparation of all the material to go to the retailer is rapidly going forward. Miss Marion Humble, who had charge of the details of the publicity for Children's Book Week, is to have charge of this effort, with headquarters at the National Association of Book Publishers at 334 Fifth Avenue.

Bookbuying Incomes

A recently published government report on income taxes serves as an interesting guide to the potential purchasing power of our people and gives a rather interesting indication of the number of people that can be considered as potential buyers for different varieties of merchandise. Books, in spite of being very essential items, are somewhat in the field of luxuries, now that their reading can be obtained without expense in almost every community in the country. This would seem to mean that the book buying class would begin with those who are taxable for $2000 or over. Reports for 1917 and 1918 would show that there were about 1,832,000 of such incomes in 1917, and 2,908,000 in 1918. It would be somewhere in these classes that the potential buyers for books would be likely to fall outside of the great field of the public library and college and business libraries. An increase of over 1,000,000 in this class in one year shows the effect of the after-war wage and salary increases, but, as the cost of living has gone up at the same time, this may not have greatly increased the number who would be really the potential buyers of books. It has been roughly estimated that there are perhaps 25,000,000 of general trade books published in this country in a year, eliminating the textbooks and books distributed thru many sources other than the general trade sources. Of these, considerable percentage is used by public libraries, and the balance would be distributed over families represented by these incomes. If some statistics could be gathered as to the actual production of books, statistics which do not now exist, we should then be in a position to examine book consumption more accurately and to deduct from these figures some suggestion of how to increase this consumption. It is quite well known to the bookseller that consumption of books does not increase in proportion to the income, and while people with the largest incomes are the best buyers of fine and rare books and in many cases run substantial charge accounts that make bookselling prosperous, the impulse toward book ownership is not at all prorated to income, and the large buyers turn up oftentimes in surprising places. The distribution of these incomes is also an inter-

esting index of where people are located that can afford to buy books, and in some ways these figures rather closely follow the actual conditions in the bookselling business. To take them in order of prominence in incomes, New York supplying 31 per cent of the total amount reported; Pennsylvania, 12 per cent; Illinois, 7.5 per cent; Massachusetts, 7.2 per cent; Ohio, 4.9 per cent; New Jersey, 3.8 per cent; California, 3.2 per cent; and then in order Michigan, Texas, Missouri, Maryland, Colorado, Indiana, Minnesota, Rhode Island, Wisconsin. The source of these incomes is divided among many industries, but by far the largest from agriculture and related industries. If these potential customers are to buy some books to fit in with their income earning interests, these facts would be worth watching. Of about 1,000,000 business incomes reported, the following is the character of their source: Agriculture and related industries, 372,336; trade, 218,347; service, domestic, professional, etc., 213,700; finance, banking and insurance, 30,070; construction, 18,606; transportation and other public utilities, 12,942; manufacturing of food products and tobacco, 12,684; manufacturing metals and metal products, 6,211; manufacturing, printing and publishing, 5,608; manufacturing textile and textile products, 7,742; manufacturing lumber and wood products, 2,542; manufacturing leather and leather products, 2,270; manufacturing clay and clay products, 1,290; manufacturing chemicals and allied substances, 1,158; manufacturing rubber and rubber goods, 631; manufacturing of paper pulp and products, 216; mining, 8,191; miscellaneous, 38,951. As the demand for business books and books on industries is increasing, these figures give an interesting index to the possible outlet for books in special fields and show also that the saturation point in distribution of such books can often be reached very rapidly.

In many cases the need for special business literature is met by trade magazines, but that there is a large field for providing better digested material in book form seem apparent.

Adventures of a Bookseller

By Ketch

Mr. Ebony entered the Bookstore with the fear of the unfamiliar in his heart. Stepping quickly to one side, he sought out a dark corner, where the whites of his eyes made prominent his agitation.

Mr. Ondeck was passing at the moment, on his way to the shipping-room with some books; but he stopped and said, kindly enough:

"What's on your mind, friend?"

Thus encouraged, Mr. Ebony advanced close to him, and in a low voice enquired:

"Is you-all got any Bibles?"

"Bibles! Yes, indeed. Right this way."

And he led the old fellow back to the religious department.

"What sort of a Bible were you looking for?" asked Mr. Ondeck. "Student's or Teacher's Edition?"

"No, sah," replied Mr. Ebony. "I wants one o' dese yere ole time Bibles. The kine dey use back in de ole days."

"Oh." Mr. Ondeck began to see light. "A home Bible."

"Yassah, yassah. Dat's it."

Mr. Ondeck placed a Home-Study Bible before his customer, who viewed it askance.

"Is it got John an' Mark an' Looke an' all of them fellers in it?" he asked.

"Oh, yes. Yes, indeed. See here they are." And Mr. Ondeck paged thru the book to show him.

"Seem's to me," said Mr. Ebony, with a far-away look in his eyes, "seems to me, de one we use ter have, hed a place fer to write in de dade an' borned—"

"Family Record," said Mr. Ondeck. "Here it is."

"Dat's it. Yassah dat's de whole thing. How much is you askin' fer it?"

"Eight-fifty," said Mr. Ondeck.

Mr. Ebony fumbled in his pocket for his money, and when he withdrew his hand, a red bandana handkerchief came out also, bringing with it a couple of dice, which rattled down on the floor. Not so much as by the flicker of an eye-lash did Mr. Ebony betray a knowledge of the incident; and it was several moments later, when Mr. Ondeck's back was turned, that a number eleven shoe removed the offending evidence from the scenery by gently sliding them under a counter.

Then he said with an apologetic air, that was almost humorous:

"Dat's de kine o' Bible I seed my ole mother read. She died de other day. Lived ter be ninety-two."

"Indeed!" said Mr. Ondeck.

"Yassah. An' she were a good woman, mister! Every day she done read dat book. Dey's four of us chilern, an' when her effec's was give out, we each got nine dollah's an' seventy-five cents. So I thought the bes' thing I could do would be ter get a Bible. She were a good woman, she were."

After his customer had departed, Mr. Ondeck stood looking at a certain spot just inside the shadow of the counter; but Miss Vampett soon came up and broke in upon his reverie.

"To-morrow's Sunday!" she exclaimed. "Won't it be a grand and glorious feeling to stay in bed and sleep till noon!"

"Perhaps," said Mr. Ondeck. "But I think I'll get up. I'm going to church."

In The Field of the Retailer

Gift Shops

FOR 1921 one plank in the platform of every book and stationery store should be the aggressive development of the "Gift Shop" idea There are exclusive gift shops in the larger cities and many department stores, especially in the Christmas selling season, have specially constructed booths, which are called "gift shops."

For a book and stationery store this "gift shop" idea should be more than a Christmas specialty. It should be a year-round feature because gifts are in demand thruout the year. There are weddings in all months of the year, besides the whole gamut of wedding jubilee celebrations.

Every day is somebody's birthday, and all thru the year there are various events such as children's parties and all sorts of social gatherings and celebrations which call for the presentation of gifts large or small.

The book and stationery store that makes a specialty of carrying a comprehensive stock of the items that are associated with "gift shops" will establish a reputation in the community that will attract an enormous amount of extra business that would not otherwise accrue.

In the average book and stationery store's stock, there are so many items suitable as gifts that, even without adding new lines, a most impressive "gift shop" can be devised. The natural result, however, will be that additional items will be stocked because this will obviously be a good step to take.

There is no occasion to back away from this idea as entailing too much effort and labor because to do this is no more trouble than to trim effective windows. Goods are taken from stock for window displays, why should they not similarly be devoted to a "gift shop" display?

Even if it did entail considerable work and effort the prospective results would more than warrant the expenditure of both muscular and mental effort in this direction.

Another benefit will be that any merchant adopting this course will be adding to his prestige in the community.

A GOOD NEWSPAPER AD

Week-end Reading

THE *Literary Review* in its department called "The Reader's Guide," conducted by May Lamberton Becker, has been suggesting each week two or three books under the heading of "A Balanced Ration for Week-end Reading." The suggestions have been good, and the type of publicity might be a good suggestion for the retail store to follow.

The bookseller might put into his windows on Friday afternoons titles of three books that he believes would go into a perfectly balanced diet for the week-end. The chance to inject into this, variety and interest is unlimited. Mrs. Becker's suggestions for two recent weeks were "Main Street" by Sinclair Lewis, "Hide and Seek" by Christopher Morley, "Julius Caesar" by William Shakespeare; then "White Shadows in the South Seas" by Frederick O'Brien, "A Christmas Carol" by Charles Dickens, and "Reynard the Fox" by John Masefield.

For the Children's Book Room

FOR the wall of the children's department of any store there is an excellent and suggestive decoration that would interest everyone who came to the department and would also lead to the sale of many books from the counters. This is "The Ancient Map of Fairyland" designed by Bernard Sleigh and now imported by Dutton. The map is in three sections, which may be framed together or merely tacked in consecutive order on the wall. There is also a booklet guide, so that the bookseller and the salesman can serve as an expert in interpreting the interesting fancies in the drawing.

From this people can know where Asgar is or Camelot, how Fairyland is laid out and Dreamland Harbor, and what are the many roads to the Land of Heart's Desire. A copy of this map has been under glass in the Children's Room of the New York Public Library for two years, and has attracted much attention.

The Paper Market

MARKET quotations on book paper as given in a current issue of the *Paper Trade Journal* range from 13 to 15 cents a pound. Quotations from Chicago are running at about the same level, but in Philadelphia there are still quotations running over 18 cents for both machine finish and calendar. The *Paper Trade Journal* in its market review of December 15th remarks that "paper prices can no longer be taken as indicative of general market conditions. The turnover is so slow now that it is extremely difficult to set other than merely normal prices in paper. Some mills are acually running on short time or planning to shut down."

They point out that board at $50 a ton has had few more buyers than the same grade at $100 a ton. "In the contract field for book paper," they go on to say, "there has been a considerable stiffening, altho buying can scarcely be called frenzied, still many of the big publishing houses are placing orders which are fully as large as last year at this time. However, the book paper men are all cheerful and claim that they will have all the business they can handle next year.

London Street Advertising

LONDON publishers are not going to allow Americans to outdo them in advertising initiative, and a current issue of an English paper gives the picture of a wagon drawn by four Shetland ponies which serves as a street exhibit for the "Chatterbox." This was drawn thru the streets in connection with a recent advertising exhibition in London. Dean's Rag Books had another of the floats in the procession.

English Employees' Association

AFTER eighteen months of development, there are now over sixteen hundred members of the retail trade listed in "Retail Book, Stationery and Allied Trades Employees Association." This Association is now duly registered and authorized by trade union authorities under union rules and regulations. It was started by employees of W. H. Smith & Sons, but already the people of three or four of the largest London booksellers are in the ranks, and negotiations are going forward with others. That the Association has been recognized as having come to stay is evidenced by the fact that a deputation of the Associated Booksellers of Great Britain and Ireland has met the officials of this union, and after considerable discussion the two bodies have set up and agreed on a standard minimum scale of wage for all those employed in the book and stationery trade, and this scale is now in force. The Association has headquarters at 8A Mall, Ealing W. 5, London, with W. H. Reeves as Secretary.

Serial Publications in Textbooks

IN a decision rendered November 23rd, the United States Court of Custom Appeals reversed the earlier action of the General Appraiser on the question of whether the 15 per cent tax should be applied to a paper-covered serial publication entitled *Journal of the Institute of Actuaries.* The importers claim that these should be classified under textbooks, but the Court has decided that these, while of educational value, must fall in the same classification as medical journals, law journals and other periodicals replete with scientific and technical information.

RECORD OF AMERICAN BOOK PRODUCTION, DECEMBER, 1920*

International Classification	New Publications		By Origin				
				English and Other Authors Foreign			
	New Books	New Editions	Pamphlets	*American Authors*	*American Manufacture*	*Imported*	Total
Philosophy	22	3	2	15	0	12	27
Religion	37	1	5	35	1	7	43
Sociology	33	7	24	55	2	7	64
Law	3	1	2	6	0	0	6
Education	6	1	11	15	0	3	18
Philology	9	7	4	9	7	4	20
Science	11	4	14	25	0	4	29
Technical Books	19	3	13	28	0	7	35
Medicine, Hygiene	6	0	4	9	0	1	10
Agriculture	0	2	6	8	0	0	8
Domestic Economy	3	0	0	2	0	1	3
Business	13	1	6	20	0	0	20
Fine Arts	5	0	3	6	1	1	8
Music	6	0	1	5	1	1	7
Games, Amusements	4	5	5	11	0	3	14
General Literature	24	6	5	21	2	12	35
Poetry and Drama	34	4	6	32	5	7	44
Fiction	42	4	2	27	13	8	48
Juvenile Books	50	15	3	47	4	17	68
History	41	3	10	36	2	16	54
Geography, Travel	16	1	11	23	1	4	28
Biography, Genealogy	19	1	3	15	1	7	23
General Works, Miscel.	0	0	1	1	0	0	1
	403	69	141	451	40	122	613

* In December, 1919, 483 new books and 67 new editions including pamphlets were recorded.

A January Resolution

A YOUNG fellow who spent
Much of his surplus cash
For theater and movie tickets
For his best girl, and
Many dollars to be her escort
To football games where
They would yell themselves hoarse
And both return with
Aching limbs and sore throats
And stuffy noses and get
Near-pneumonia. And
Would borrow from his
Friends to supply her with
High-priced candies that
Meant indigestion for them both
And expensive flowers that
Faded before he could get
Them to her, read this
Slogan in the newspapers
"Buy a Book a Week."
"Just the thing," he said to
Himself. "Books won't give
You 'T. B.' or indigestion, and
She can keep them and they
Will help keep her away from
Any rival for her affections
And when she reads them
She cannot but think of
The giver—me. So from this
Good time on I will
'Buy a Book a Week.'
It will save my cash, and when the
Parson ties us up
We will be able to
Start housekeeping with a
Library, and thus have
A constant reminder of our
Courtship days, and we
Can spend our evenings
In our little home reading together
Instead of visiting places where
We would have to spend our cash.
And even then we will
Right straight along in life 'buy
A book a week,' because it will
Prove an educational factor for both of
Us and the little kiddies."
I thank you.

THE CROSS ONE.

New York Statistics on Printing

THE printing and book-making industry of New York state shows, according to the files of the New York Industries Commission, an increase of 15 per cent in the number of workers in the course of the last six years and a 125 per cent increase in the total wages paid. These industries employ 5.9 per cent of the total number of workers in the state, making it third in the list of the state's manufacturing industries. The same statistics show that the average weekly earnings in all state industries, including both office and shop, in 1915 was $12.48. The average for 1920 based on the ten months so far in would be $28.07. The charts of the current report show that retail food prices have taken a sharp drop since July 1st, being about 10 per cent total drop in the four months.

Our Magazines in Canada

A DISCUSSION on the comparative merits of English periodicals and our own appears in the London *Athenaeum* of December 10th, following articles which have appeared in England by William Hard, an American journalist, on this subject. The editor of the *Athenaeum* does not agree with Mr. Hard that the serious magazines of England are too serious, believing that on the whole their merits by far outweigh their defects.

"Much more alarming," he admits, "is the comment that England's popular periodicals are flimsier than their counterparts in America." In this criticism the editor agrees with Mr. Hard: "The American illustrated magazines are definitely better than our own. The problem in England is not so much to explain why the English magazines are so inferior—we believe, by the way, that they are worse than they need be—as to explain why the American magazines are so good. Apparently the general level of education and taste is higher in America. Our minority is better, but our majority is worse."

This opinion from the *Athenaeum* comes out at the same time that the Canadian *Bookman* is carrying in its December number a leading editorial on the "Position of Canadian Periodical Literature," which is a sharp attack on the American popular magazine as it comes to Canada. It claims that Canadian protective tariff has not been carried to the periodical field, because of the theory that magazines carried an interchange of thought, but that now the magazines were so largely devoted to advertising that to favor them in the tariff is merely to facilitate the convenience of sending American advertisements to Canadian readers.

"It is true," it says, "that there are still publications in the United States and a considerable number in Great Britain and elsewhere which exist more for the conveyance of ideas than of advertisements, and it is still desirable that our tariff and postal system should facilitate their distribution. Let us impose a tax on the advertising space so much the square inch, and the method of collection could be a prepayment stamp, which would enable the article to pass thru the Custom Department. The great bulk of these magazines come by express shipment and the rate of duty could be closely assessed. The most important effect of such tariff would be to give the Canadian periodicals a marked competitive advantage in respect to price. It would depend on the skill and intelligence of the Canadian publishers to avail themselves of this advantage."

How Would You Stock A Bookstore?

Articles Wanted from Booksellers' Assistants

For the best article of from 3 to 5 columns mailed in by January 25th

The Publishers' Weekly Will Pay $25.00

Subject: "If you were running a bookstore for yourself, what principles and methods would you follow in selecting and keeping up your stock of (1) Standard Books, (2) New Publications?"

Second awards will be given for especially meritorious articles.

Articles can be printed unsigned if the competitor so chooses.

The competition is open to anyone in any retail bookstore excepting only the owners or managers.

MAIL ANSWERS BY OR BEFORE JANUARY 25TH.

Travelers' Annual Banquet

The thirty-sixth annual feast of the famous B. C. T. (Brotherhood of Commercial Travelers) was held on Wednesday, December 29th, at the Waldorf-Astoria. The spirit and personality of "Uncle Bill" Kelly pervaded the gathering—it was the keynote of the evening's addresses which were as interesting as they were numerous. Charles Nourse, the retiring president, spoke impressively of the work and the workings of the few who each year labor so unselfishly for the success of the Brotherhood. Thirty-six years of life and usefulness is, indeed, a record of which to be proud.

Fred Nunan again performed the customary ceremonious bestowal of the insignia of office, an ivory gavel hung from a beautiful silk sash, on the shoulders of President Nourse. Sumner Britton, the incoming President of the Brotherhood, in an address, urged greater effort and closer co-operation to make 1921 the book-trade's best year. As Harry Patterson said, in a later address, "The time for order taking is past. From now on we must sell our goods." Brother Patterson's presence added greatly to the pleasure of those assembled. He is now recovering from a very severe illness and it was a considerable effort for him to come—a splendid tribute, indeed, to the members of the Brotherhood.

Among the other speakers of the evening were Mr. John Coyle, "Al" McMullen, and Frank Collins. The work of Mr. Harry Armstrong, song-leader, than whom we have seen none better, was an excellent feature. He made everybody sing, and his rendition of Kipling's "Mandalay" was a treat. Mr. King told a number of uproariously funny stories which added materially to the success of the evening.

"Joe" Green, pinch-hitting for "Fritzie" Nunan, sang the following verse to the tune of "Dear Old Pal O' Mine":

Friendship is a virtue
That can't be bought or sold.
It freshens as the years go by
To make it what it should be.
It must be ripe and old
And to keep it fresh
All of us must try.

There was, of course, a sympathetic telegram from "Uncle Bill" Kelly, at St. Petersburg, Florida, which was read and cheered.

An Uncorrected Galley

A suggestion for publishers is given by Christopher Morley: to run a domestic help bureau, to supply nurse maids to authors with numerous small children, so that said authors can finish their novels.

RAGGEDY RIMES

Said Raggedy Ann to Raggedy Andy,
"Looks like your legs are a little bit bandy."
Said Raggedy Andy to Raggedy Ann,
"Nobody notices that in a man."
—Keith Preston in Chicago *Daily News.*

GOING SOME

Florenz Ziegfeld says the salaries of actors have grown all out of proportion to their worth. That's nothing. The salaries of opera stars have grown even out of proportion to their girth. And the salaries of humorists have grown all out of proportion to their mirth.
Keith Preston in the Chicago *Daily News.*

It is a long time since Wanamaker's had "Tobogganing on Parnassus" in their sporting department, but only yesterday Brentano's, according to S. P. Q. R., had Knut Hamsun's "Hunger" in the basement, with the books on Dietetics.
—F. P. A. in the Conning Tower of the New York *Tribune.*

STYLES IN JUVENILES.

When I was young, with wild delight,
I welcomed books that caused me fright;
I was as happy as could be
On little tales of cruelty;
I'd leave my Brownies or my Alice
For little narratives of malice;
I hated pictured flowers or birds;
I liked a solid page of words;
The silly artist always drew
Something that any fellow knew;
The parts that made me sit up straight
No artist dared delineate.
Keith Preston in the Chicago *Daily News.*

"MAKE THE DROPS BIGGER"

When boys' books of half a century ago were largely about adventures in foreign wars, a new and clever young artist was secured to illustrate a volume in this field. After his first drawings had appeared in one of the weeklies published by Brett, the head of the firm wrote to him:
"Dear Mr. ———.
We are very pleased with your illustrations, but in the future we beg of you to make your scimitars more curly and your drops of blood bigger.

Yours faithfully,
Gilbert Dalziel."

Twenty-five Years Ago in the Publishers' Weekly

G. W. Dillingham died on December 27th at the age of 54.

Alfred Austin is appointed Poet Laureate of England.

Rumor from England that Du Maurier is not the author of "Trilby."

George D. Sproul, formerly connected with the subscription department of G. P. Putnam's Sons, establishes business in his own name at 156 Fifth Avenue.

The plan of conducting the American business of George Routledge & Sons as a separate enterprise is abandoned.

An address from British to American literary men relative to the Anglo-American crisis has been signed by such authors as John Ruskin, Walter Besant, William Black, and many others.

Oliver Optic has started from Boston to make a trip around the world.

Hall Caine will receive the record price of $15,000 for the serial rights of his new story.

Leading English publishers get together to face the evil of price-cutting, which is undermining the book business.

A Directory of Book-plate Artists

A LIST of book-plate artists has been published by Alfred Fowler, of Kansas City, containing the names and addresses of about one hundred artists, American, French and English, with the artist's own notes as to the media in which he works and the style of design he specializes in. In most cases the approximate cost is also mentioned and the number of years in which the artists have been working in this field. This pamphlet will form a valuable reference book for collectors, as well as a useful book to the bookseller who would interest his customers in having book-plates designed.

Paul Avril, who has been making book-plates for thirty years, charges two hundred francs for his work; Gordon Craig, writing for Italy, states that he specializes in "the Craig style" of design, the cost to be from ten to fifty pounds; W. A. Dwiggin, of Boston, has been making plates in pen and ink and woodcut for twenty years, and charges seventy-five dollars; Edmund H. Garrett charges from one hundred and twenty-five dollars up for etched plates; Ernest Haskel reports that most of his work is armorial or landscape, and the cost for the plate complete is from four hundred to six hundred dollars. This is the highest figure mentioned by any of the artists.

Among the Publishers

"Prairie Flowers" by James Hendryx, which Putnam announced for September publication will be published during January.

A beautiful and interesting book published by Scribners this week is "The Eighteenth Century in London" by E. Beresford Chancellor.

"Government Control of Sugar" by Joshua Bernhardt (Macmillan) is interesting because of the light it throws on a question about which there has been a great deal of public misunderstanding and because this is a notable example of the government essay to fix prices.

George E. Roberts, Vice-President of the National City Bank of New York, has written the introduction to "The Stenographers' Manual," by Edward Jones Kilduff, Professor of Business English at New York University, which the Harpers will publish about the first of the year.

"Trivia," Logan Pearsall Smith's series of little prose fancies, which Christopher Morley called "The daintiest bits of our times" when they appeared several years ago, has been reprinted by Doubleday, Page & Company and can now be obtained at the bookstores. The publishers also announce that a second volume of "Trivia" will shortly appear.

It is an open secret now that "Alpha of the Plough," who wrote the charming "Pebbles on the Shore" and "Leaves in the Wind," is none other than A. C. Gardiner, the famous English editor. Until he severed his newspaper connection, the author maintained his anonymity. With the publication of his latest book, "Windfalls," which is just being brought out in this country by E. P. Dutton & Co., the secret has become known, tho this little volume is signed with the pseudonym to which the earlier books of essays have so greatly endeared their readers.

Harper has received a standing order from from the Florida State School for the Deaf and Blind to furnish them with copies of each of their new "Bubble Books" as it appears. Each of these "books that sing" contains three phonograph records of "Mother Goose rhymes," and tho the children in the school are unable to hear the records or to read the books, a way has been found for them to enjoy the music and stories. An electrical device with four or five connections is attached to the phonograph, and the children, by grasping these in their hands, are able to dance to the tunes, the rhythm of which is transmitted to them by vibrations.

Huebsch has published a volume of verse by Lola Ridge, author of "The Ghetto," this week. It is called "Sun-Up."

"Athenian Tragedy, A Study in Popular Art" by Thomas Dwight Goodell, late Professor of Greek in Yale University, is a book for scholars, and for students and readers of drama.

Appleton announces for immediate publication, Ruth Leigh's "The Human Side of Retail Selling." The book portrays various types of customers and shows the proper treatment of each.

Two volumes in the living literature series, of which Richard Burton is editor-in-chief, have been published this week, "Selected Writings of Abraham Lincoln," edited by Albert Bushnell Hart, Professor of Government in Harvard University, and Thackeray's "Barry Lyndon," edited by Charles Elbert Rhodes, Assistant Principal of the Lafayette High School, Buffalo, N. Y. (Gregg.)

A timely volume just issued by Macmillan is "American Political Ideas, Studies in the Development of American Political Thought from 1865-1917" by Charles Edward Merriam, of the Department of Political Science of the University of Chicago. It outlines the chief tendencies in our fundamental political thinking from the close of the Civil War to the beginning of American participation in the recent war.

Floyd Dell's study of education, "Were You Ever a Child?" according to advices from Moscow, is to be published by the Soviet Government of Russia. The translation of "Were You Ever a Child?" is being made personally by Lunacharasky, People's Commissioner of Education.

Nearly one hundred American poets have been drafted by the musical editor for the Poetry Society, Mrs. Florence Botsford, in the joyous enterprise of translating into beautiful and singable English, the words of representative folk songs of all nations. These exquisite melodies of the large and the little peoples of the world will have now for the first time authentic and adequate text to represent them to our own people and to foreigners coming to our shores—a most artistic and effective stroke of Americanization. Mrs. Botsford has insisted upon faithful sense and fluent rhythm, and the poets, working under her, from literal translations, have co-operated with fine result. The first volume of these folk songs of the world will soon be issued by the Womans Press. Already it is eagerly ordered by schools and community and concert singers.

Communications

Too Small to Divide

REILLY AND LEE,
CHICAGO, DEC. 21, 1920.

Editor, PUBLISHERS' WEEKLY:

I have just read in the PUBLISHERS' WEEKLY for December 18 in the "Author Gossip" column the interesting item about Floyd Dell and the writer. I was the Managing Editor of the *Chicago Evening Post*, 1905-13. During that time it was my good fortune to enlist, for the desk of the Literary Editor, the services of Francis Hackett, George Cram Cook, and later—Floyd Dell. I am quite certain that your paragrapher errs in stating that I proposed to Mr. Dell that he "split the salary of the literary critic" with another young man. The fact is that the salary allotted to the literary critic by our alert and competent Business Manager was too small to be split.

LEIGH REILLY.

Dear Comrades !

Gehilfen-Ausschuss der Korporation der Buch-, Kunst- und Musikalienhandler in Wien

Wien, am 3. December 1920.

Allow me to speak in the name of 1800 Vienna companions of mine to you. Only need, dreadful need, gives me the courage to write to you.

In a month we have Cristmas and more as the half of our employee of the book-trade looking with great sorrows at the coming holydays.

At present we have the highest prices for everything in Vienna; here some examples: 1 kg—not quite 2 pounds—of Beaf cost 140.- -160.- crowns, horsemeat 100.- -120.- porc 22 0.- 240.- lard 240.- -260.- the usually fat of the Poor-Margarine-cost already K 200.-. Sugar K 96.-. But the worst of all is that we do not have coal only get 7 kg for a week and have to pay almost K 5.- for one kg. Wood is vera dear too and cost already about K 4.- lkg. Warm water and nothing else with only a piece af bread — and what kind of bread of which many people are ill-for breakfast, the same at evening, or souper vegetables with potatoes and even that at times without fat is the daily foot of our fellows and their familys. Although we are all organized and thank to the power of our organisation, we have since the end of the war our salary eight-fold raised, still that sume K 2400.- at the most, is not sufficient to live with for a month.

We know very well, dear comrades, that you also live not much better than we, but certainly you get for one monthly pay a dress, for which we must work nearly five month and still cannot afford to buy anything besides the daily food. I am convinced that you can help us - the littlest amount which you send-will procures some poor men and their familys a few happy days.

We trust upon you and beg you to send the gathered amount kindly to the address written below.

Thanking you most sincerely and with all my heart in advance I am with best greeting from all,

Your very thankful devoted

AUGUST SCHOLZ,
Wien XVI. Koppste 35,
Superindenndet. *

News Items of the New Year

JAMES V. MALLOY, formerly with Small, Maynard & Co. joins the Cosmopolitan Book Corporation's staff of travelers.

BRADEN CALDWELL, formerly with Stewart & Kidd, Cincinnati, and more recently with Kroch's International Book Store, Chicago, has joined the traveling forces of the Reilly & Lee Co.

THE GEORGE E. PLATT Company has reincorporated under the name of The Platt & Munk Co., and has leased a floor at 118-120 E. 25th Street, from January 1st.

CARL MCDONALD will cover New England, New York State, Pennsylvania and part of the middle west for D. Appleton & Co.

WILBUR P. GOUBEAUD during 1921 will represent Doubleday, Page & Co. in the smaller cities, New York to Kansas (exclusive of New England and the South).

SMALL, MAYNARD & COMPANY'S line will be represented by Hugh S. Elliott, west of Missouri River, including Texas and the Coast, and by James W. Sherman in New England and the South.

THE AMERICAN BRANCH of the Medici Society of London has taken over from James B. Townsend, New York, the American publication of *The Burlington Magazine for Connoissieurs*, and will hereafter issue it from its office, 755 Bolyston Street, Boston.

Obituary

The PUBLISHERS' WEEKLY announcement that Mr. Steinlein's articles, "Experimenting in Retail Publicity," would be continued during the coming year had already gone to press, when word of Frederick J. Steinlein's death on December 13 came to the office. His articles were so full of originality and enthusiasm that readers of the PUBLISHERS' WEEKLY all over the country commented on them. The PUBLISHERS' WEEKLY feels a sense of personal loss, for altho Mr. Steinlein was known at the office only thru his articles and his friendly, conversational letters, these had about them so much personality that he seemed an old friend. Mr. Steinlein was a printer by trade, but his love of books and his interest in their distribution led him to add to The Efficiency Press, The Greenwood Bookshop. This new bookshop in the old town of Wilmington, he thought of as an experiment, but it was almost immediately successful.

* Printed as written.

Obituary Notes

Charles Tracy Powner, of the C. T. Powner Company, Chicago, died suddenly on December 26th in Los Angeles, California, where he had been living for the past year. He was born in Indiana in 1853, graduated from the Indiana State Normal School and for more than thirty years followed the profession of teaching in the city schools of Greensberg, Indiana. In 1903, he resigned to assume the management of the Adair Book Company with headquarters in Chicago. He started for himself in the book business in a modest way at 37 North Clark Street and soon took over the adjoining room. In 1911,

CHARLES T. POWNER

when the building was torn down to make room for a modern skyscraper, he was occupying four rooms on the second floor to meet the requirements of his growing mail order and library business. During the past six years he acquired by purchase two other second-hand bookstores in Chicago; also one in Cleveland, and the corporation of which he was the founder purchased also interests in a shop in Los Angeles and another in Des Moines, Iowa. Thru his enthusiasm as a book lover he built up a strong clientele and was ably assisted by his son, Williard E. Powner, who has been the manager of the corporation for the past ten years. Mr. Powner retired from active business about four years ago, and while living in Los Angeles he was interested in the management of the shop in that city.

Patrick Francis Madigan, dealer in autographs and autographic literature, died at his home in New York City on December 22nd. He was born in Rutland, Vermont, in 1865. He first established himself in the book business in Glens Falls, New York, in 1890. He came to New York City twenty years ago, and since that time established himself as one of the foremost dealers in rare books and autographs. During that time he supplied many rare treasures in some of the most famous libraries in the United States. At the time of his death he had a Rare Book and Autograph Shop at 8 West 47th Street, and was widely known as an authority on autographs of celebrities and rare and original manuscripts. He is survived by his widow, three sons, six daughters, and three grandchildren.

George Herbert Perris, well-known British journalist and war correspondent, died in Geneva, December 23rd, in his fifty-fourth year. A journalist for thirty-seven years his most notable achievement was his correspondence for the London *Daily Chronicle* thruout the war. Mr. Perris paid three visits to this country and delivered many lectures here. On his 1919 visit he discussed the war. Mr. Perris was assistant editor of the *Home University Library* and author of a score of books on a wide range of topics, including: "A Short History of War and Peace," 1911; "Germany and the German Emperor," 1912; "Industrial History of Modern Europe," 1914; and "The Campaign in France and Belgium," 1915.

Periodical Notes

The House Beautiful Publishing Company announces the appointment of Charlotte Lewis as editor of *The House Beautiful*, beginning January, 1921. Miss Lewis is distinguished as one of the leading authorities on home building and furnishings in the country, being a lecturer of note.

Personal Notes

Cedric R. Crowell, manager of the Doubleday Page Bookshop, is back at his desk again after a protracted illness of six months. Besides picking up the routine of his retail developments, Mr. Crowell is serving as Chairman of the Program Committee for the big American Booksellers' Association Convention at Atlantic City next spring.

The Atlantic Monthly Press announces the appointment of Mr. H. S. Elliott as its coast representative beginning January 1, 1921.

Business Notes

Chicago.—The business of Hays-Cushman Co., 59 East Van Buren Street, has been purchased by E. Alexander Stewart from Dr. Charles R. Cushman.

THE WEEKLY RECORD OF NEW PUBLICATIONS

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in brackets] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo; 10cm.); sq., obl., nar., designate square, oblong, narrow.

Abdullah, Achmed [Capt. Syyd Shaykh Achmed Abdullah Nadir Khan el-Iddris-syieh el-Durani]

The mating of the blades; [a romance of the East and West] 281 p. D [c. '20] N. Y., J. A. McCann Co., 188 W. 4th St. $1.90 n.

Andrews, Lincoln Clarke

Manpower. 12+162 p. D [c. '20] N. Y., E. P. Dutton, 681 5th Ave. $2 n.

Contents: Using human tools; Psychological elements of organization; The principles of leadership. This book is an adaptation of the author's "Military manpower," to the needs of business men.

Military manpower; psychology as applied to the training of men and the increase of their effectiveness; with a foreword by Robert M. Danford. 15+220 p. S [c. '20] N. Y., Dutton $2.50 n.

Partial contents: Analysis and explanation of psychologic elements; The principles of leadership; Mutual acquaintance among subordinates; Training must build character; Courage to be developed.

Andrews, Matthew Page, comp.

The women of the South in war times. 17+466 p. (1 p. bibl.) D c. Balt., Norman, Remington Co., 347 N. Charles St. $2.50 n.

The activities of the Southern women during the Civil war, with a chapter on the work of the Daughters of the Confederacy in the World War.

Augustana (The) Synod

Bible primer; Old Testament; for use in the primary department of Sunday schools. 120 p. col. front. col. pls. S [c. '19] Rock Island, Ill., Augustana Bk. Concern 40 c.

Bennett, H.

Mason of bar X. 215 p. D [c. '20] Bost., R. G. Badger, 194 Boylston St. $2 n.

The adventures of a New York banker's son in the Nevada mountains.

Benjamin, Isabel K. [Go Bang, pseud.]

Letters from a Pekingese by Go Bang; cover design by Maud Earl. no paging D [c. '20] N. Y., E. S. Gorham, 11 W. 45th St. bds. $2 n.

Instructions for caring for Pekingese dogs, told in letter form.

Bodkin, Matthias McDonnell

When youth meets youth. 6+252 p. D N. Y., P. J. Kenedy, 44 Barclay St. $2 n.

A novel in which Irish life is pictured.

Bourne, Randolph

History of a literary radical and other essays; ed. with an introd. by Van Wyck Brooks. 35+343 p. front. (por.) D [c. '20] N. Y., B. W. Huebsch, 116 W. 13th St. $2 n.

Essays which have appeared in *The Atlantic Monthly, The Dial, The Yale Review* and other magazines.

Bowley, Arthur L.

The change in the distribution of the national income, 1880-1913. 27 p. D N. Y., Oxford Univ. Press, 35 W. 32nd St. pap. 90 c. n.

Bridgman, Howard Allen

New England in the life of the world; a record of adventure and achievement. 13+393 p. (2¼ p. bibl.) front. (por.) pors. O [c. '20] Bost., Pilgrim Press, 14 Beacon St. $4 n.

New Englanders who have become famous in the industries and arts of America and Europe. The author is editor of the *Congregationalist and Advance.*

Brown, Brian, ed.

The wisdom of the Chinese; their philosophy in sayings and proverbs; with an introd.; preface by Ly Hoi Sang. 207 p. (1 p. bibl.) O [c. '20] N. Y., Brentano's, 225 5th Ave. bds. $2.50 n.

Partial contents: Confucius: the doctrine of the mean; Lao Tzu: precepts and sayings; Chuang Tzu; The poetry of the Chinese; Moral maxims.

Anderson, B. M.

Factors of safety when prices drop. 37 p. tabs. charts O (The Chase economic bull., v. 1, no. 2) N. Y., The Chase National Bank of the City of N. Y., 57 Broadway pap. gratis

Barbee, Lindsey

Out of the stillness; comedy-drama in 3 acts. 116 p. diagrs. D (Denison's royalty plays) [c. '20] Chic., T. S. Denison & Co. pap. 35 c.

Boston, Mass., City Council, Statistics Dept.

City of Boston municipal register for 1920; containing a register of the city government, rules of the city council, amended city charter of 1909; A survey of the city departments; with lists of executive and other public officers; also various statistics relating to the city; compiled and ed. for the City Council by the Statistics Dept. 330 p. front. (pors.) tabs. fold. map diagrs. O (City doc. no. 37) Bost., City of Boston Statistics Dept.

Boston, Mass., Statistics Dept.

Boston statistics, 1920; with memorable sites and buildings, etc. 83 p. S Bost., Mass., City of Boston Statistics Dept., 73 City Hall pap.

Brown, Charles Reynolds
Living again. 58 p. D (Ingersoll lectures) [c. '20] Cambridge, Mass., Harvard Univ. Press $1 n.

Bunsen, Victoria Buxton de
Old and new in the countryside. 7+158 p. O N. Y., Longmans, Green, 4th Ave. and 30th St. bds. $3.25 n.
Social life in rural England.

Burlingame, Anne Elizabeth
The battle of the books in its historical setting; introd. by James Harvey Robinson. 225 p. (6½ p. bibl.) D [c. '20] N. Y., Huebsch $2 n.
Literary essays on Francis Bacon, Thomas Hobbs, Sir William Temple, Jonathan Swift, Charles Perrault, Fontenelle and others.

Butler, William Mill
Democracy and other poems; and The sea serpent; a comic opera in 3 acts. 329 p. D [c. '20] Bost., Badger $2 n.

Buxton, E. M. Wilmot
A little book of St. Francis and his brethren; with 5 il. by Morris Meredith Williams. 46 p. front. D N. Y., P. J. Kenedy bds. $1.10 n.
Bible stories for young people.

Chittenden, Frederick J.
The garden doctor; plants in health and disease. 10+153 p. D N. Y., Charles Scribner Sons, 547 5th Ave. bds. $2 n.
An account of common garden troubles, and how to correct them.

Clarkson, Ralph Preston
Elementary electrical engineering; a textbook of theory and practice, particularly adapted for the instruction of mechanical, civil, and chemical engineers, and others desiring a short course. 15+187 p. front. il. tabs. charts diagrs. D [c. '20] N. Y., D. Van Nostrand, 8 Warren St. $2 n.
Author is the Ivan Curry professor of engineering, Arcadia University, Wolfville, N. S.

Cohu, Rev. John Rougier
The Bible and modern thought. 11+341 p. O N. Y., Dutton $6 n.
Partial contents: Misleading order and titles of Biblical books; Dawn of Israel's history; Historical Israel.

Collins, James H.
Straight business in South America. 9+305 p. O [c. '20] N. Y., D. Appleton & Co., 35 W. 32nd St. $2.50 n.
Practical information regarding trade with the Latin-American countries, touching upon such important issues as buying, selling, advertising, exchanges, the packing of merchandise, banks and banking, and every vital phase of merchandising.

Corbin, Alice
Red earth; poems of New Mexico. 53 p. O [c. '20] Chic., Ralph Fletcher Seymour, Fine Arts Bldg. bds. $1.50 n.
The majority of these poems have appeared in *Poetry, A Magazine of Verse, The New Republic,* and *The Dial.*

Cowley, Arthur Ernest
The Hittites. 8+94 p. il. O (Schweich lectures) N. Y., Oxford Univ. Press $2.70 n.
The author is librarian, Bodleian Library, Oxford.

Crabb, William Darwin
Poems of the Golden West. 10+154 p. front. (por.) D [c. '20] San Francisco, Cal., Harr Wagner Pub. Co., 1112 Hearst Bldg. $2 n.

Craigie, W. A.
A first English book for foreign pupils; with the pronunciation shown by marks applied to ordinary spelling; edition française par J. J. Van Hauwaert. 96 p. O N. Y., Oxford Univ .Press $1.15 n.

Cyriax, Tony
Among Italian peasants; with an introd. by Muirhead Bone; il. by [the author.] 12+263 p. col. front. pls. O N. Y., Dutton $5 n.
Sketches of the life of the Italian in the small villages in central Italy.

Czaplicka, Marie Antoinette Crispine
My Siberian year; with 32 il. from photographs. 12+315 p. pls. D N. Y., Oxford Univ. Press $3.50 n.

Dante, Alighieri
Dantis Alagherii epistolae; the letters of Dante; emended text; with introd., tr., notes and indices and appendix on the Cursus, by Paget Toynbee. 56+306 p. O N. Y., Oxford Univ. Press $5.65 n.

David, Charles Wendell
Robert Curthose; Duke of Normandy. 284 p. O (Harvard hist. ser.) [c. '20] Cambridge, Mass., Harvard Univ. Press, Randall Hall. $3 n.

Davis, John William
The treaty-making power in the United States; an address by the [American Ambassador to Great Britain]; delivered at Oxford on February 20, 1920. 18 p. O (Oxford Univ. British-Am. Club paper no. 1) N. Y., Oxford Univ. Press pap. 70 c. n.

Davis, Noel
Sweeping the North Sea mine barrage; 1919; North Sea minesweeping detachment, [U. S. Navy]. 150 p. fronts. (pors.) il. pls. pors. O [c. '19] N. Y., Joseph D. McGuire, 241 West 37th St. $7.50 n.
A pictorial history of the hazardous undertaking of the U. S. Navy in removing the mine barrage placed across the North Sea from Scotland to Norway to block the German submarines. The book also contains complete rosters of the 36 minesweepers, 24 submarine chasers and the 21 trawlers.

Bryan, William Frank, and Denton, George Bion
Manual for theme revision. 98 p. O c. '20 Menasha, Wis., G. Banta Pub. pap. 80 c.

Burns, Mary Modena
Schoolroom entertainments; dialogues, exercises, recitations, plays, folk dances, etc., for use in the schoolroom. [For children from 10 to 14.] 138 p. D [c. '20] Chic., T. S. Denison & Co. pap. 35 c.

Carman, Bliss
"An open letter" from Bliss Carman. 17 p. D [c. '20] Bost., Small, Maynard & Co., 41 Mt. Vernon St. pap.

Church (The) Library Assn.
A list of books recommended for Sunday school and parish libraries. 10 p. S Cambridge, Mass., The Church Library Assn. pap.

Dearmer, Percy, comp.
A kalendar of hymns ancient and modern; and the English hymnal for the Year of Grace 1920; with indication of first lines; 24th year of issue, 1919. 28 p. O N. Y., Oxford Univ. Press pap. 25 c. n.

Dickens, Charles
A Christmas carol; with 8 il. and an English-Serbian vocabulary. 176 p. O (Oxford story readers for Serbians, 4th ser.) N. Y., Oxford Univ. Press pap. $1.60 n.

Dickins, Guy
Hellenistic sculpture; with 23 pls. 14+99 p. Q N. Y., Oxford Univ. Press $8 n.

Dole, Charles Fletcher
A religion for the new day. 11+296 p. D [c. '20] N. Y., Huebsch bds. $2 n.
Partial contents: Spiritual evolution: a working formula; Changing human nature; Evil: what to make of it; The heresies that hurt men; Religion and industrial democracy; The gospel of percentages; The eternal life.

Douglas, Archer Wall
Merchandising studies of the states; their resources and development. 178 p. O c. N. Y., Ronald Press, 20 Vesey St. $2 n.

Du Pin, de la Tour, Marquise
Recollections of the Revolution and the Empire; from the French of the Journal d'une femme de cinquante ans; ed. and tr. by Walter Geer. 22+422 p. front. (por.) pls. pors. O [c. '20] N. Y., Brentano's $6 n.
The memoirs of Henriette-Lucie Dillon, who was born in Paris in 1770 and died in Pisa, Italy, 1853.

Farnell, Ida
Spanish prose and poetry; old and new; with translated specimens. 186 p. O N. Y., Oxford Univ. Press $5.25 n.

Garland, Marie Tudor
The marriage feast. [verse] 9+147 p. D [c. '20] N. Y., G. P. Putnam Sons, 2 W. 45th St. bds. $2 n.
A collection of short poems.

Garshin, Vsevolod Mikhailovich
What never happened; The meeting; The signal; Four days; ed. by Nevill Forbes. 112 p. O N. Y., Oxford Univ. Press $1.15 n.

Garvie, Alfred E
Tutors unto Christ; introd. to the study of religions. 8+242 p. O N. Y., Oxford Univ. Press $2.25 n.

Gautier, Theophile
De Paris a Bruxelles en diligence; extraits des Caprices et Zigzags; ed. by H. L. Hutton. 48 p. O (Oxford French plain texts) N. Y., Oxford Univ. Press 45 c. n.

Gillet, Louis
Le P. C. des Quatre-Cheminees; extraits des Chroniques du temps de la guerre; selected. and ed. by G. H. Clarke. 48 p. O (Oxford French plain texts) N. Y., Oxford Univ. Press 45 c. n.

Glass, Frederick J.
Drawing design and craft work for teachers, students, etc. 6+215 p. front. diagrs. pls. O N. Y., Dutton $6 n.
Partial contents: Mass drawing and the silhouette; Lettering, heraldry, interlacing; Sketches from nature; Linoleum printing, wood staining, wood carving, gesso; Stencilling, leather-work, metal-work, wire-work. Author is headmaster, Londonderry Art School.

Goodell, Thomas Dwight
Athenian tragedy; a study in popular art. 297 p. D (Yale classical ser.) [c. '20] New Haven, Conn., Yale Univ. Press $5 n.
Partial contents: Art, the arts, drama; Conventions of Attic tragedy; Stories and plots; Internal form; Aeschylus and character drawing; Euripides and new aims.

Gorky, Maxim
Reminiscences of Leo Nikolaevich Tolstoy; authorized tr. from the Russian by S. S. Koteliansky and Leonard Woolf. 86 p. D [c. '20] N. Y., Huebsch $1.50 n.
An intimate picture of Tolstoy surrounded by his family and friends.

Gould, George Milbry
A pocket medical dictionary; giving the pronunciation and definition of the principal words used in medicine and the collateral sciences. 8th ed. rev., 40,000 words. 1035 p. S [c. '20] Phil., Blakiston's Sons, 1012 N. Walnut St. $2; indexed $2.50 n.
n.

Greaves-Walker, A. F.
Clay plant construction and operation. 11+212 p. tabs. diagrs. charts O [c. '19] Chic., Brick & Clay Record, 610 Federal St. $4 n.
Partial contents: Testing clay properties; Factors important to dies; Dryer details; Kiln construction and design [6 chapters]; Caring for equipment; Running a plant to capacity.

Haarhoff, Theodore
Schools of Gaul; a study of Pagan and Christian education in the last century of the Western Empire. 12+272 p. O N. Y., Oxford Univ. Press $5.65 n.

Hall, Joseph
Selections from early Middle English; 1130-1250; ed. with introd. and notes; 2 pts.; pt. 1., Texts; pt. 2. Notes. 8+222; 4+223—676 p. O N. Y., Oxford Univ. Press $6.75 n.

Earle, Georgia
The lie that Jack built; a comedy in one act. [Copyrighted in 1910 under title Mr. and Mrs. Robinson] 41 p. front. (por.) D (Denison's royalty plays) [c. '10-'20] Chic., T. S. Denison & Co. pap. 35 c.

Flint, Wesley P.
Further tests of dry sulfur compounds for the control of the San José scale; printed by authority of the State of Illinois. various paging tabs. O (State of Ill., Dept. of Registration and Education, Div. of the Natural Hist. Survey, v. 13, article 13) Urbana, Ill., Dept. of Registration and Education pap.

Garth, Thomas Russell
Mental fatigue during continuous exercise of a single function. 9+85 p. tabs. charts O (Archives of psychology, Columbia Univ. contributions to philosophy and psychology, v. 26, no. 2) N. Y., Archives of Psychology, Substation 84. pap. 85 c.; $1.10

Haney, John Louis
English literature. 452 p. (22 p. bibl.) front. il. pors. map O [c. '20] N. Y., Harcourt, Brace & Howe, 1 West 47th St. $1.60 n.

Hardy, C. H.
Some famous problems of the theory of numbers; and in particular Waring's problem; an inaugural lecture delivered before the University of Oxford. 34 p. O N. Y., Oxford Univ. Press pap. $1.15 n.

Harris, James Rendel, ed.
The documents concerning the appraisement of the "Mayflower." 9 p. facsms. O (Souvenirs of the "Mayflower" tercentenary, no. 1) N. Y., Longmans, Green pap. 30 c. n.
The marriage certificate of William Bradford and Dorothy May. 5 p. facsm. O (Souvenirs of the "Mayflower" tercentenary, no. 3) N. Y., Longmans, Green pap. 30 c. n.
The Plymouth copy of the first charter of Virginia. 20 p. facsms. O (Souvenirs of the "Mayflower" tercentenary, no. 4) N. Y., Longmans, Green pap. 40 c. n.
Refusal of the Leyden authorities to expel the Pilgrims. 10 p. front. (facsms.) pls. (facsms.) O (Souvenirs of the "Mayflower" tercentenary, no. 2) N. Y., Longmans, Green pap. 30 c. n.

Harrison, Earl Stanley
An elementary Spanish reader; new ed.; with questions and exercises. 97 p. il. pls. D [c. '20] Bost., Ginn & Co., 15 Ashburton Pl. 72 c. n.

Harrow, Benjamin
Eminent chemists of our time. 16+248 p. front. (por.) pors. O [c. '20] N. Y., Van Nostrand $2.50 n.
Partial contents: Perkin and coal-tar dyes; Mendeléeff and the Periodic Law; Madame Curie and radium; Remsen and the rise of chemistry in America; Fischer and the chemistry of foods. The author is associate in physiological chemistry, Columbia University.

Haslett, Harriet Holmes
Trial marriage; a satiric comedy in 3 acts. 123 p. D (American dramatists ser.) [c. '20] Bost., Badger $1.75 n.

Herbert, Sydney
Nationality and its problems. 9+173 p. D N. Y., Dutton $2 n.
Partial contents: Nation-making forces; Nationality and politics; Nationality and the great society; The future of nationality. Author is assistant lecturer, University College of Wales, Aberystwyth.

Heldt, Peter Martin
The gasoline automobile; its design and construction. 6th ed. 762 p. il. pls. diagrs. O [c. '20] Nyack, N. Y., [Author] $6 n.

Hope, Dorian
Pearls and pomegranates. [verse] 65 p. D [c. '20] N. Y., Putnam bds. $1.50 n.

Hult, Adolf
Bible primer; New Testament; for use in the primary department of Sunday schools. 124 p. col. front. col. pls. S [c. '20] Rock Island, Ill., Augustana Bk. Concern 40 c.

Jameson, Storm
The happy highways. 3+306 p. D [c. '20] N. Y., Century Co., 353 4th Ave. $2 n.

Johnson, Fenton
For the highest good. no paging D [c. '20] Chic., The Favorite Magazine, 3518 S. State St. $1
A discussion of American politics. Author is editor of *The Favourite Magazine.*

Jones, Lloyd Kenyon, ed.
The ciphers of the Apocalypse; the great prophetic scriptural cryptogram that is woven into the Revelation. 153 p. O [c. '20] Chic., Communication, Suite 981-991 Rand, McNally Bldg. pap. $1 n.
The Revelation of St. John the Divine; The symbolical significance of the Apocalypse; The interlocking ciphers of the Apocalypse; The master cipher: the ciphers worked out.

Kellor, Frances Alice
Immigration and the future. 15+276 p. D [c. '20] N. Y., G. H. Doran Co., 244 Madison Ave. $2.50 n.
Partial contents: Racial opinion in America; Immigrant manpower; Foreign markets in America; Economic assimilation.

Ker, Claude Buchanan
Infectious diseases; a practical textbook. 2nd ed. 12+627 p. pls. charts O N. Y., Oxford Univ. Press $14 n.

Ker, William Paton
The art of poetry; inaugural lecture delivered before the University of Oxford, June 5, 1920. 20 p. D N. Y., Oxford Univ. Press pap. 70 c. n.

Kirkbridge, Franklin Butler, and others
The modern trust company; its functions and organization; an outline of fiduciary banking. 5th ed., enl. and rev. 18+549 p. (15 p. bibl.) tabs. charts facsms. O '20 c. '05-'20 N. Y., Macmillan Co., 64 5th Ave. $6.75 n.
Much new material has been added to this volume, which has been out of print for 18 months.

Hare, Walter Ben
A dream of Queen Esther; a Biblical drama in 3 acts. 79 p. diagrs. music D (Denison's select plays) [c. '20] Chic., T. S. Denison & Co. pap. 35 c.
The gold bug; a clean comedy of adventure in 4 acts. 126 p. D (Denison's royalty plays) [c. '20] Chic., T. S. Denison & Co. pap. 50 c.

Hepburn, Earle
A manual for notaries public; conveyancers, commissioners, etc.: as to acknowledgments, affidavits, depositions, oaths, proofs, protests, negotiable instruments, etc., for Pennsylvania; with forms and instructions. 88 p. O c. '20 Phil., Notaries Public Service Bureau, 331 Walnut St. pap.

Hermannsson, Halldór
Bibliography of the Eddas. 95 p. O (Islandica; an annual relating to Iceland and the Fiske Icelandic collection in Cornell Univ. Library, v. 13) Ithaca, N. Y., Cornell Univ. Library pap. $1

Johnson, Frederick G.
Mary's millions; a comedy in 3 acts. 114 p. diagrs. D (Denison's royalty plays) [c. '20] Chic., T. S. Denison & Co. pap. 35 c.

Klein, Philip
Prison methods in New York State; a contribution to the study of the theory and practice of correctional institutions in New York State. various paging O (Studies in hist., economics and public law, v. 90, no. 1, whole no. 205) [c. '20] N. Y., Longmans, Green $5.25 n.

Partial contents: Early punishments and the first prisons; Classification and segregation; Care and custody; Education, religious, secular, industrial; Management, control and supervision; System and routine; Indeterminate sentence and parole. Author is assistant secretary, Prison Assn., of New York.

Langdon, Courtnay, tr.
The divine comedy of Dante Aligheri; the Purgatorie. 399 p. O [c. '20] Cambridge, Mass., Harvard Univ. Press $5 n.

Lee, Sir Sidney, ed.
The dictionary of national biography, 1901-1911; the second supplement; reissue on thin paper, 3 v. bound in one, 1920. 12+650; 8+676; 8+728 p. O N. Y., Oxford Univ. Press $16.20; half mor. $28.35 n.

Leonard, William Ellery Channing
The lynching bee and other poems. 84 p. D [c. '20] N. Y., Huebsch bds. $1.50 n.

Many of these poems have appeared in *The Liberator, The Wisconsin Literary Magazine, The Wisconsin State Journal* and other papers.

Levinger, Mrs. Elma Ehrlich
Playmates in Egypt; and other stories. 130 p. D c. Phil., Jewish Pub. Society of America, Broad St. and Girard Ave. $1 n.

Eleven short stories for children.

Lincoln, Abraham
Selected writings of Abraham Lincoln; ed. by Albert Bushnell Hart. 345 p. front. (por.) pors. S (Living literature ser.) [c. '20] N. Y., Gregg Pub. Co., 77 Madison Ave. 75 c. n.

London, Jack
Brown wolf and other Jack London stories; as chosen by Franklin K. Mathiews. 312 p. front. il. D '20 c. '04-'20 N. Y., Macmillan $1.75 n.

A collection of short stories for boys, made from London's works, by the Chief Scout Librarian, Boy Scouts of America.

Louismet, Dom Savinien
Divine contemplation for all; or, The simple art of communing with God. 195 p. col. front. D N. Y., P. J. Kenedy $1.90 n.

Partial contents: Humility of the contemplative; Divisions of mental prayer; The literature of God; Inside the house of quiet; Marvellous fruitfulness of the perfect soul.

Lucy, Sir Henry
The diary of a journalist. 10+340 p. O N. Y., Dutton $6 n.

Reminiscences of "Toby, M.P.," which deal with the literary, political and social life of England, from 1885 to 1917.

Lyons, Albert Brown
Practical standardization by chemical assay of organic drugs and galenicals; a manual for the student of pharmacy and a convenient hand-book of pharmaceutical assaying and standardization for the practical pharmacist, the manufacturer. the control chemist or the drug inspector. 397 p. D [c. '20] Detroit, Mich., Nelson, Baker & Co. buck. $3.50 n.

Matheson, Annie
Roses, loaves and old rhymes. New ed. 38+152 p. D N. Y., Oxford Univ. Press $2 n.

Mercer, Samuel A. B.
Ethiopic grammar; with chrestomathy and glossary. 116 p. O N. Y., Oxford Univ. Press $3.40 n.

Merrill, Samuel
The moose book; facts and stories from northern forests; il. with reproductions of paintings, drawings, and photographs by Carl Rungius and others. 2nd ed. 3+399 p. front. il. pls. fold. map O [c. '20] N. Y., Dutton $8 n.

Merry, Glenn Newton
The principles of speaking; a text-book for an introductory course. 12+180 p. il. O Iowa City, Ia., The Clio Press pap. $2; $3 n.

Meyer, Henry Herman
The lesson handbook; a concise commentary on the international improved uniform lessons for the entire year; 1921; The Gospel of Matthew; The social teachings of the Bible; The life and letters of Paul. 160 p. maps nar. T [c. '20] N. Y. and Cin., Methodist Bk. Concern, 150 5th Ave. 40 c. n.

The superintendent's helper, 1921. 192 p. nar. T [c. '20] N. Y. and Cin., Methodist Bk. Concern 40 c. n.

Mills, Joseph Travis
Great Britain and the United States; a critical review of their historical relations. 68 p. D N. Y., Oxford Univ. Press $2.50 n.

Monaghan, Mary L.
Dialogues for rural schools; for all ages. 128 p. D [c. '20] Chic., T. S. Denison & Co. pap. 35 c.

Nearing, Scott
Europe and the next war. 32 p. D [c. '20] N. Y., Rand School of Social Science, 7 E. 15th St. pap. 10 c.

Pearse, Arthur Sperry
The fishes of Lake Valencia, Venezuela. 51 p. (1 p. bibl.) diagrs. tabs. O (Univ. of Wis. studies in science no. 1) Mahison, Wis., Univ. of Wisconsin pap. 50 c.

Pittsburgh. Carnegie Library
Foreign-born Americans; their contribution to American life and culture; a selected list. [A bibliography.] no paging fold. tab. O Pittsburgh, Pa., Carnegie Library pap.

Shallcross, Cecil F.
Development; an address delivered before the National Assn. of Insurance Agents at Des Moines, Ia., Oct. 20-22nd, 1920, on their 25th anniversary. 8 p. O N. Y., North British and Mercantile Insurance Co., Ltd., 76 William St.

Teesdale, E.
The open shop versus the closed shop. 16 p. O Seattle, Wash., Raymer's Old Book Shop, 1330 First St. [Ag'ts.] pap. 25 c.

Moss, James Alfred, and Guild, George Rendel

Military students text book; v. 3; for use of R. O. T. C. units at educational institutions; approved by the War Dept.; advanced course; 3rd year, senior division R. O. T. C. 415 p. il. tabs. diagrs. O [c. '19] Menasha, Wis., G. Banta $1.90 n.

Mowat, Robert Balmain

A new history of Great Britain; pt. 1; From the Roman conquest to the death of Queen Elizabeth. 12+307 p. il. O N. Y., Oxford Univ. Press $1.60 n.

Nothstein, Ira O., ed.

My church; an illustrated Lutheran manual; pertaining principally to the history, work and spirit of the Augustana Synod. v. 6. 132 p. front. pls. pors. il. maps D [c. '20] Rock Island, Ill., Augustana Bk. Concern 30 c.; 60 c. n.

The editor is librarian of Augustana College and Theological Seminary, Rock Island, Ill.

Pagé, Victor Wilfred

Motorcycles and side cars; construction, management, repair; a comprehensive non-technical treatise; defining all forms of the lighter, self-propelled vehicles, principles of operation, construction and practical application of components in leading American and foreign machines; also complete advice on management and overhauling, repair and maintenance of all representative types. 2nd ed., rev. and enl. 693 p. front. il. diagrs. tabs. plans pls. D '20 c. '14-'20 N. Y., N. W. Henley Pub. Co., 2 W. 45th St.

Paul, Eden, and Paul, Cedar

Creative revolution; a study of communist ergatocracy. 220 p. (6 p. bibl.) O [c. '20] N. Y., T. Seltzer, 5 W. 50th St. $2.50 n.

Partial contents: Socialism through the class struggle; Historical significance of the Great War; The dictatorship of the proletariat; Socialism through parliament or soviet?

Perry, Ben Edwin

The metamorphoses ascribed to Lucius of Patrae; its content, nature and authorship; a dissertation presented to the faculty of Princeton University in candidacy for the degree of Doctor of Philosophy. 74 p. O N. Y., G. E. Stechert & Co., 151 W. 25th St. $1 n.

Raynal, Lieut.-Col.

Le fort de Vaux; extraits du journal du Lieut.-Col. Raynal; selected and ed. by G. H. Clarke. 48 p. F (Oxford French plain texts) N. Y., Oxford Univ. Press 45 c. n.

Ridge, Lola

Sun-up and other poems. 91 p. D [c. '20] N. Y., Huebsch bds. $1.50 n.

A few of these verses have appeared in *The New Republic, Poetry, Play-boy, Others* and other magazines.

Ruckmick, Christian Alban

The brevity book on psychology. 114 p. (5 p. bibl.) D (Brevity library) c. Chic., Brevity Pub. Co. $1 n.

Sampson, Ralph Allen

On gravitation and relativity; being the Halley lecture delivered on June 12, 1920. 24 p. D N. Y., Oxford Univ. Press pap. 90 c.

Schalk, Gustav

Siegfried nach Schalk's Deutschen heldensagen; adapted and ed. by A. E. Wilson and A. Meyrick; with questions, exercises, and a vocabulary. 110 p. D (Oxford junior German ser.) N. Y., Oxford Univ. Press 80 c. n.

Schiller, Friedrich von

Der geisterseher von Friedrich von Schiller; herausgegeben von R. A. Cotton, 1920; with questions, exercises, short notes, and a vocabulary. 95 p. D (Oxford junior German ser.) N. Y., Oxford Univ. Press 80 c. n.

Sewell, Jesse P., and Klingman, George Adam

The Bible outlined in a hundred lessons. 246 p. il. maps D c. Cin., F. L. Rowe, 422 Elm St. $1.50

Sherwood, John F.

Public accounting and auditing, correlating the subjects, accounting-theory and practice, auditing-theory and practice, and commercial law; thereby enabling the student to obtain a view of each of these subjects in its relation to the problems of the public accountant and auditor. 258 p. forms diagrs. O c. Cin., South-Western Pub. Co. $3.50 n.

Shugrue, Martin J.

Problems in foreign exchange. 16+173 p. tabs. facsms. D [c. '20] N. Y., Appleton $2 n.

Foreign exchange discussed from every angle.

Sills, William Clarence

Sales talks; being a series of man-to-man articles, instructive and inspirational, and written for the purpose of increasing and helping in the development of personal and business efficiency. 94 p. front. (por.) O [c. '20] N. Y., Chevrolet Motor Co., B'way and 57th St. bds. priv. pr.

Terse essays on how to sell automobiles successfully.

Smith, Allan Corstorphin

The secrets of jujitsu; a complete course in self defense. 7 v.; bk. 1, The secret of the stahara; bk. 2, Defenses against waist and throat attacks; bk. 3, Wrist escapes; bk. 4, Defenses when attacked from behind; bk. 5, Defenses against knife, club, pistol, or kick; bk. 6, Wrist twists, come-alongs, hammerlocks, escapes, etc.; bk. 7. The secret front strangle, the stahara deathlock, the scissors death lock. 240 p. il. O Columbus, Ga., Stahara Pub. Co. pap. $5 per set.

Smith, Logan Pearsall

A few practical suggestions; editorial, co-operation of members, etc.; and report to Easter, 1920. 20 p. D (Society for pure English, tract no. 3) N. Y., Oxford Univ. Press pap. 70 c. n.

Spinney, Louis Bevier

A text-book of physics. Rev. ed. 617 p. il. O '20 c. '11-'20 N. Y., Macmillan $4 n.

Storr, Vernon Faithfull

The argument from design. 66 p. D (Liverpool Diocesan Bd. of Divinity pub., 22) N. Y., Longmans, Green pap. 80 c. n.

Subotic, Dragutin, and Forbes, Nevill

Engleska gramatika napisali Dragutin Subotic i Nevill Forbes. [An English grammar for Serbians.] 144 p. D N. Y., Oxford Univ. Press pap. $1.60 n.

Thackeray, William Makepeace

Barry Lyndon; ed. by Charles Elbert Rhodes. 432 p. front. (por.) S (Living literature ser.) [c. '20] N. Y., Gregg Pub. Co. 88 c. n.

Thomson, Alexis, and Miles, Alexander

Operative surgery; a companion volume to a Manual of surgery, v. 1 and 2. 3rd ed. 18+619 p. il. O N. Y., Oxford Univ. Press $5.50 n.

Tilley, Arthur Augustus

The French wars of religion. 54 p. (6 p. bibl.) D (Helps for students of history, no. 8) N. Y., Macmillan pap. 25 c. n.

Tileston, Mary Wilder

Amelia Peabody Tileston and her canteens for the Serbs. 192 p. front. (por.) pls. pors. O [c. '20] Brookline, Mass., Mrs. J. B. Tileston priv. pr.

This volume is published as a memorial to Miss Tileston, who served in Serbia from 1916 until her death in Belgrade, on Feb. 22, 1920.

Webster, Edward Harlan

Teacher's manual; effective English expression; a high school text on oral and written composition. 72 p. D c. N. Y., Newson & Co., 73 5th Ave. $1.36 n.

West, Willis Mason

The story of man's early progress. 694 p. il. maps D (Allyn & Bacon's ser. of school histories) [c. '20] Bost., Allyn & Bacon, 50 Beacon St. $2 n.

Whitman, Walt

The gathering of the forces; editorials, essays, literary and dramatic reviews and other material written by Walt Whitman as editor of the Brooklyn *Daily Eagle* in 1846 and 1847; ed. by Cleveland Rodgers and John Black; with a foreword and a sketch of Whitman's life and work during two unknown years. 2 v. 53+272; 13+394 p. fronts. (pors.) pls. pors. O [c. '20] N. Y., Putnam bds. $15 n.

Partial contents: American democracy; Europe and America; Government; War with Mexico; Politics; Personalities of the time [Andrew Jackson, Daniel Webster, Zachary Taylor, George Bancroft, Jefferson Davis, John Quincy Adams]; Book reviews.

Wilkins, Ernest Hatch, and Marinoni, Antonio

L'Italia; [with vocabulary] 12+187 p. front. pls. S (Univ. of Chicago Italian ser.) [c. '20] Chic., Univ. of Chicago Press $1.50 n.

A survey of Italy, past and present.

Williams, Charles

Divorce [verse]. 120 p. D N. Y., Oxford Univ. Press $1.80 n.

Williams, John Henry

Argentine international trade under inconvertible paper money, 1880-1900. 296 p. O (Harvard economic ser.) [c. '20] Cambridge, Mass., Harvard Univ. Press $3.50 n.

Wilson, Guy Mitchell, and Hoke, Kremer J.

How to measure. 282 p. fold. tab. fold. chart. diagrs. D [c. '20] N. Y., Macmillan $2.20 n.

Educational measurement for spelling, handwriting, arithmetic, reading, drawing, general intelligence, as a test for pupil ability and pupil difficulties.

Withington, Robert

English pageantry; an historical outline; v. 2. 435 p. O [c. '20] Cambridge, Mass., Harvard Univ. Press $6 n.

Wolcott, Laura

Maddalena's day; and other sketches. 134 p. D [c. '20] New Haven, Conn., Yale Univ. Press $1.50 n.

A few of these essays have appeared in the New York *Evening Post* and the *Springfield Republican*.

Woodbridge, Homer E.

Essentials of English composition. 10+257 p. D c. N. Y., Harcourt, B. & H. $1.20 n.

Woody, Thomas

Early Quaker education in Pennsylvania. 287 p. front. (map) diagrs. O (Contributions to educ. no. 105) c. N. Y., Teachers College, Columbia Univ. $3 n.

Wooley, C. Leonard

Dead towns and living men; being poems from an antiquary's note-book. 8+260 p. il. O N. Y., Oxford Univ. Press $6.25 n.

Wright, Charles Henry Conrad

French classicism. 177 p. O (Harvard studies in romance languages) [c. '20] Cambridge, Mass., Harvard Univ. Press $2.50 n.

Young Men's Christian Assn.

History of the Y. M. C. A. in the Le Mans area. 218 p. il. pors. fold. map O Portland, Ore., The Arcady Press & Mail Advertising Co. $4.25

Zendegui, G. De

Sones de la lira Inglesa. [English poems tr. into Spanish.] 160 p. O N. Y., Oxford Univ. Press $2.50 n.

The Publishers' Weekly

62 West 45th Street, New York

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To foreign countries $7.00

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Under the headings of "BOOKS WANTED" *and* "BOOKS FOR SALE" *subscribers are charged* 15c *a line (no charge for address); non-subscribers* 20c *a line, address extra. Bills for this service will be rendered monthly. Objectionable books are excluded as far as they are noted.*

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] *after their firm name. The appearance of advertisements in this column, or elsewhere in the* WEEKLY *does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.*

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY *is not responsible for errors. Parties with whom there is no account must pay in advance.*

Under "HELP WANTED" or for other small undisplayed advertisements, the charge is 20 cents a nonpareil line. No reduction for repeated matter. Count seven words to the line.

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THE ANNUAL SUMMARY NUMBER

To Publishers:

The important "Annual Summary Number" of the PUBLISHERS' WEEKLY will be issued January 22nd.

This is the issue that contains much interesting data and important statistics relating to the book-trade—material that will be kept for reference during 1921.

An important feature is the directory of publishers, authors and others issuing books during 1921.

It is a good issue of the WEEKLY in which to announce your early publications for 1921 *and to emphasize your* 1920 *successes.*

The "America Month" drive (February), a big feature of the "Year 'Round Bookselling Campaign," will be well under way when this issue of the WEEKLY reaches the dealers. Your advertising must feel the effects of the increased bookselling activity.

Please send your copy for advertising space as early as possible, especially if proof is wanted for corrections.

January 1, 1921.

The Publishers' Weekly

Rare Books, Autographs and Prints

THE second annual volume of "Print Prices Current" has just been published in London.

Conrad first editions continue to bring good prices when they appear in English auction rooms. At Sotheby's last month a copy of "The Nigger of the Narcissus," 1898, brought £9 5s. and "Chance," 1913, £10 10s.

The *Bookman's Journal and Print Collector*, of London, devoted to the interests of all who have to do with rare books and prints, has completed its first year. It has thoroly established its usefulness and has made many friends on this side of the Atlantic as well as at home.

The death of Patrick F. Madigan, dealer in autograph letters, documents and manuscripts, in this city, will probably end one of the most interesting shops of its kind in this country. For years he made a specialty of framed autographs and the good taste with which the work was done made purchasers among many who had never cared for autograph collecting.

The University of Texas has issued a catalog of the Wrenn library in a limited edition of 120 copies. A few copies were distributed among the Wrenn family and those instrumental in purchasing the collection for the university. The remainder were distributed among important libraries in this country and abroad. A copy has been sent to both the New York Public Library and to the Columbia University Library.

The sale of rare literary material of all kinds from well-known English libraries continues to find its way into the London auction rooms. On January 17, 18 and 19 several consignments will be sold at Sotheby's and will comprise finely illuminated manuscripts on vellum, incunabula, rare early Bibles, early English literature including a good copy of the Third Folio of Shakespeare and a first edition of Milton's "Paradise Lost," Americana including a first edition of John Eliot's Indian Bible, rare early books of travel and a collection of tracts relating to Ireland.

A "Directory of Bookplate Artists," with notes concerning their work, has been compiled entirely from data supplied by the artists themselves and published by Alfred Fowler, of Kansas City, Mo. The notes in each case deal with the media in which the artist works, the style of design in which he specializes, the approximate cost of a design of his workmanship and the length of time he has been making bookplates. The information is quite complete and will be of value to every one interested in the subject of bookplates. It is invaluable to any one contemplating having a bookplate made, as it greatly simplifies the choice of an artist to make the design. The designer's complete address is given in each instance.

Rare Americana from the collections of Mrs. W. M. Brickner and Mrs. J. C. Wilmerding, both of this city, will be sold at the Anderson Galleries January 10, 11 and 12. This is an important and varied collection of Americana and includes early American imprints, long runs of uncommon American almanacs, early laws of many states, rare broadsides including two Maryland broadsides printed in Annapolis in 1707, unrecorded tracts and books and some items that have never appeared in an auction room before. Among the autographic material is a letter of one page quarto, written in the third person by Button Gwinnett, signer of the Declaration of Independence from Georgia. This is a longer specimen of the handwriting of Gwinnett than was in either the Danforth, Thacher or Joline collections and it is claimed to be the longest letter in his handwriting ever offered for sale. The letter was written by Gwinnett for his wife and is undated. Next to Thomas Lynch, Jr., the signature of Button Gwinnett is the rarest of all the signers. He was an early governor of Georgia and was killed in a duel in 1777 being the second signer to die. He wrote a good hand and must have had occasion to sign many documents but for some unexplainable reason they have all disappeared. In the Danforth sale in 1912 a signed document brought $4600; in 1914, Herbert L. Pratt, of this city, gave $2800 for a signature at private sale; in the Joline sale, in 1915, a cut signature brought $2850. Another important lot is an "Orderly Book" of the American Revolution relating to the Battles of Lexington and Concord, Burgoyne's campaign and surrender.

The last important sale of the season before the holidays took place at the American Art Galleries on December 20 and 21. It comprised seventeen consignments aggregating 882 items and brought $21,284. It consisted of manuscripts of American, English and other authors, early printed books, association items and authors' inscribed copies, illuminated manuscripts of the 13th, 14th, 15th and 16th centuries, rare editions of the Bible, first editions of American and English authors, autograph letters and signed documents, colored plate books, eighteenth century French illustrated books, library sets, and fine bindings by American, English and French binders. There were many bargains, and dealers and collectors both profited by them. A few of the lots and the prices which they brought were the following: Ainsworth's MS. of "Stanley Brereton," 823 pp., bound in 4 vols., half morocco, $200; Aquinas's "Summa de articulis fidei," Mainz, *circa* 1462, $330; "Pentateuch" in Hebrew, Bologne, 1482, first edition in Hebrew, $1100; Brinkley's "Japan, Its History, Art and Literature," 12 vols., in elaborate full Levant binding, limited Japan paper edition, 1903-04, $370; Byron's MS. of "Promotheus," 3

Rare Books, Autographs and Prints

pages folio, $400; Cowper's MSS. of 55 poems, 35 pages, 8vo, $110; Dickens's "Pickwick Papers," made up from first and second issues of the original parts and extra illustrated, 2 vols., full levant, $110; Bret Harte's MS. of "Jeff Brigg's Love Story," 64 pp., $375; Holmes's MS. of "The Professor at the Breakfast Table," 437 quarto pages, $2300; Third Folio of Shakespeare, $925; Swinburne's "Cleopatra," corrected proof sheets, bound in royal 8vo volume, $60; Walpole's "Miscellaneous Thoughts," etc., original unpublished manuscript, $460.

F. M. H.

Get Out Your Books

When all the trees are drab and bare
  And early comes the lengthened night;
When noiselessly the falling snow
  Has wrapped the earth in robes of white;
When taingling cold and frosty rime
  Have still the tongues of babbling brooks—
You've reached the psychologic time—
  Get out your books!

Last summer, when you used to shirk
  All reading for the baseball game,
You promised you would set to work
  As soon as winter weather came.
You're going back upon your word
  Of honor—that's the way it looks;
So let your pride and hopes be stirred—
  Get out your books!

Don't get the notion that you know
  Sufficient for your daily need,
For such a state of mind will show
  That all your brains have gone to seed.
It's shaky ground you're standing on,
  And if you're not held fast with hooks,
One little slip and you'll be gone—
  Get out your books!

You'll find you're far from up to date,
  If you will pause awhile to think,
But you can soon improve your state
  With pencil, page, and printer's ink.
It takes some patience, that is true,
  And lots of grit; but then, gadzooks!
There's sand and grit in each of you—
  Get out your books.

—R. T. Strohm in the *Texaco Star.*

Liberator Smudges Ad

Because the current issue of the *Liberator,* a periodical published by Max and Crystal Eastman as the successor to the *Masses,* carried in its pages an advertisement of a book by Alexander Berkman called "Memoirs of an Anarchist," the Post Office Department has compelled the publishers to obliterate the advertisement before sending any copies thru the mails to subscribers. Post Office officials said today that Berkman's book had been suppressed nearly two years ago. Berkman is now in Russia, having been deported with Emma Goldman. As a result, friends and subscribers of the *Liberator* have been called on to assist in smudging out a corner of a page in 60,000 copies, and they are now busily engaged in obliterating the offending matter.

Auction Calendar

Wednesday, Thursday and Friday afternoons, January 5th, 6th and 7th, at 2:30 o'clock. Selections from the library of Emerson Chamberlin of Summit, N. J. First editions of American authors from other libraries. (No. 1544; Items 845.) The Anderson Galleries.

Monday, Tuesday and Wednesday afternoons, January 10th, 11th and 12th, at 2:30 o'clock. Americana rarities from the collections of Mrs. W. M. Brickner of New York City and Mrs. J. C. Wilmerding of New York City, including an autograph letter of Button Gwinnett. (No. 1546; Items 743.) The Anderson Galleries.

Monday and Tuesday evenings, January 24th and 25th, at 8:15 o'clock. The library of Herman LeRoy Edgar. (Part 2; No. 1552; Items 346.) The Anderson Galleries.

Catalogs Received

Books—rare, curious, Masonic and miscellaneous, together with the usual selection of volumes. (No. 57, Items 411.) John Metcalfe-Morton. Ye Olde Booke Shoppe, 1, Duke St., Brighton, England.

Geschichte Geographie Genealogie Kostüme Almanache. (No. 96; Items 974.) Paul Graupe, 38 Lützowstrasse, Berlin, Germany.

Manuscripts, incunabula, XVth Century books, rare Italian literature, early scientific works, etc. (No. 28; new series; Items 393.) J. I. Davis & G. M. Orioli, 24, Museum St., London, W. C. 1, England.

Modern books and first editions. (No. 10; Items 495.) J. I. Davis & G. M. Orioli, 24, Museum St., London, W. C. 1, England.

Military and Naval Catalog. (Military Catalog No. 2.) Henry Gray, Churchfield Road East, Acton, London.

Miscellaneous Books. (No. 7, new series; Items 521.) Albert Britnell, 815 Yonge Street, Toronto, Canada.

Selections from the library of a well-known theological writer (a large number bearing his signature and bookplate), supplemented by additions from many other sources, the whole classified under numerous headings. (No. 560; Items 1751.) Charles Higham & Son, 27a Farrindon St., London, E. C., 4, England.

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Aldus Book Co., 89 Lexington Ave., New York

Cabell, Jurgen, Chivalry, 1st eds., Henry James.
Boccaccio, Decameron, Rigg, 2 vols., London, 1906.
Loti, Disenchanted, Wharton, Ethan Frolum.
Charnwood, Lincoln, Court & Camp of Louis XIV.
Sartaris, Week in a French Country House.
Brangwyn, Belgium, Lunn, The Hanovrians.
Illus. Program for Chu Chin Chow.

American Baptist Pub. Society, 1107 McGee St., Kansas City, Mo.

Prayers of the Bible, McFayden.

Wm. H. Andre, 607 Kittredge Bldg., Denver, Colo.

Kybalion or Kybalah Hermetie Philosophy, Book of the Dead.
Dana Estes. Tolstoi, state ed. and binding.
Theology, Dunn Butler.
Christian Baptism, Ball.
Visions of God, A. C. Rafferty.

Associated Students' Store, University of California, Berkeley, Calif.

Minchin, Protozoa.
E. Staley, Guilds of Florence, Methuen.
Garvie, Ritschlian Theology, Clark.
Both out of print.

Australian Book Co., 16 Farrington Ave., London, E. C., 4

Proceedings of the Inst. of Radio Engineers, vols. 1 to 4.
New York Times Current History, vol. 3, brown cloth.
Bancroft, History United States, vol. 10, Little, Brown.
Schraubstadler, Photo Engraving, St. Louis, 1892.
Text Book of Chriopody, New York.
Randall, Sources of Spencer's Classical Mythology.
Schliep, Haematological Atlas, Remban.
Reinhardt, Technic of Mechanical Drafting.
Duke's Modern Dramatists, 1912.
Schelling, English Chronicle Play.
Payne, Highway Construction.

Wm. M. Bains, 1213 Market St., Philadelphia

Freundlich, Foundations of Einstein Theory of Gravitation.

Barnes & Noble, 31 W. 15th St., New York

Patterson's Illustrated Nautical Encyclopedia.
Saunder's Marine Law.
Carver's Carriage of Goods by Sea.
Zizek's Statistical Averages.
Ellis' Ultraviolet Light.
Scheithauer's Shale Oils and Tars.
Neuberger & Noalhat's Technology of Petroleum.

C. P. Bensinger Code Book Co., 13 Whitehall St., New York

Meyers 39th Edition Cotton Code.
A B C 5th A1 Telegraph Code.
Liebers Standard Code.
Pocket Edition Western Union, Universal.
Kellys, Thomas Directories.
Any American-Foreign Language Code.

The Bobbs-Merrill Company, Indianapolis, Ind.

The Pippen, by Evelyn Van Buren.
Double Trouble, Herbert Quick.

Book-Hunters Shop, 1344 G. St. N. W., Washington, D. C.

With the Adepts, Frantz Hartman, 2 copies.
Light and Color, Babbitt.

Chas. L. Bowman & Co., 225 Fifth Ave., New York

Napoleon, T. E. Watson.

Brentano's, Fifth Ave. & 27th St., New York

The Voice of Africa, Leo Frobinius.
On the Face of the Waters, Mrs. Steel.
By Reef and Palm, Louis Becke, London, 1894.
Jurgen.
Chivalry, J. B. Cabell.
Natural Food of Man, Carrington.
American Vignola.
How to Study Shakespeare, Fleming.
Life and Pilosophy of Schopenhauer, Zimmerman.
Little Fig Tree Stories, Foote.
History of Philosophy in Epitome, Schwegler.
Handbook of History of Philosophy, Schwegler.
Bird Homes, Dugmore.
Louis Agassig, Hodder.
How Nature Study Should Be Taught, Bigelow.
Nature Study and Related Literature, McLuvern.
Nature Study Idea, Bailey.
Insects, Their Life, History and Habits, Basin.
Biology of the Seasons, Thomson.
Plants Physiology, 2nd ed., Haroug.
Living Plants, Haroug.
Elements of Physics, vols. 1, 2, 3, Nichols.
Blue Shirt and Khaki, Archibald.
Biology of Seasons, Thomson.
Story of the Outlaw, Hough.
New Jest Book, Semon.
Cyclopedia of Anecdotes, Ervine.
Tavern Anecdotes, Hindley.
Knight of the Malta, Sue.
Demoniac, Besant.
Victor of Salamis, Davis.
The Bead Winner, Hay.
Fly Rods and Tackle, Wells.
Kano Jio Jitsiu, Hancock.
The Complete Gardner.
Peter Pan's Ruben, Stevenson.
History of Mr. Polly, Wells.
The Great Company, Wilson.
Art of Violin Bowing.
Adelaide Crapsey's Poems.
Last Words, Carlyle.
Bally Gallean, Doyle.
Standard Sight Operas, Upton.
History of Eng. Sounds, Sweet.
The Battle, Farrire.
Genealogical Gleamings in England, Vaters.
History of Plantation of Menunkeluck, pub. 18[illegible]0.
Bird Book, Reed.
Dissenting Academies in England, Parker.
Sunset Trail, Lewis.
On Corporations, White.
Miss Bretherton, Ward.
Second Reader, McGuffy.
Life of an Empress, Lolies.
Coming Thru the Rye, Reeves.
Training the Trotting Horse, Marvin.
Little Citizens, Kelly.
Art and Craft of Ribbon Making.
Hunting Songs, Whyte & Melville.
By Right and Sword, Marchmont.
White Rose of Arno, Rhoscoaryl.
Sastle Czyavgas, Birt.
American Duck Shooting.

Bridgman's Book Shop, 108 Main St., Northampton, Mass.

England and Holland of Pilgrims, Dexter.
Tales That Never Die, Marie Edgeworth.

Albert Britnell, 815 Yonge St., Toronto, Can. [Cash]

Jurgen, Cabell.

G. Brinkler, 27 States Ave., Atlantic City, N. J.

Unwritten Meanings of Words.
Cranio Muscular Origin of Brain, Erbes.

Burgersdijk & Neirmans, Leyde, Hollande

Am. Review of Polit. Science, set.
Journal of Infectious Diseases, all vols.

Burrows Bros. Co., 633 Euclid Ave., Cleveland, O.

Set Edwards, Scudder, or Denton, Butterfiies, each 3 vols.

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Burrows Bros. Co.—Continued

Chapman, Instructions Young Marksmen.
S. P. Leland, World Making.
Moore, Northwest Under Three Flags.
Pulpit Commentary, set.
Drake's Epidemic Diseases of the Miss. Valley.
Knowles, Value of Friendship, cloth, or ooze.
Goldwin Smith's U. S., a Pol. History.
La Bon, Psychology of People in Evolution.
Holmes, Gardens of England.
Gardens of Eng., Old-New, Country Life.
Genung, Stevenson's Attitude to Life, Crowell.
Morley's Gladstone, 2nd-hand.
Stalz, Beverages, Complete Butler.
J. Miller, N. Y. Considered and Improved, Burrows.
Taft's Hist. Am. Sculpture, 2.
Susy's Six Birthdays, Mrs. Prenties.
Strabo in English.
Herndon's Lincoln, 3 vols.
Molly Maguires, Anything on.
Academic Study, Late War, French Mag., set.
Avery's History U. S., 7 vols.
Life Clara Morris.
De Amicis, Holland, 2 vols.
Eothen, Kingskake, ill. by Brangwyn.
Saltus, Edgar, Anything by.
Douglas, France in New World, Burrows, 3.
Leslie's Boy's & G. Wkly, 1874-81, any.
Kitchcock, Modern Knight of Cross.
Kunz, Precious Stones, Also other authors.
Mackey's Masonic Histy., 7 vols.
Colouhon, Moor & Lock, Highland Sports.
Birds of Ohio, 1 or 2 vol. ed.
Young's Concordance, 2nd-hand.
Bonsal, Our Am. Mediterranean.
Life Jesse James, cloth.
Citizens of Prague, Harper, paper, 2.
Harmonics of Evolution.
Jekyll, Gardens Small Homes.

A. L. Burt Co., 114 E. 23rd St., New York

Possession, Olive Wadsley, Dodd, Mead & Co.

C. N. Caspar Co., 454 E. Water, Milwaukee, Wis.

Stevenson, Novels, vols. 8 and 9, ½ red leath. or cl.
Nat. Geog. Magazine, Any complete vols. before 1912, bound or unbound.
Mark Twain, 25 vols.
Ridpath, History of the World, 9 vols.
Graham, Chastity, Lectures to Young Men.
Weaver & LeCron, 1000 Ways to Please a Husband.

Geo. M. Chandler, 75 E. Van Buren St., Chicago

Rinehart, Adventures of Letitia Carberry.
Middleton, Embers, Holt.
Prentiss, S. S., Speeches, 2 vols.
Shepherd, Historical Atlas, Holt.
Miller, Portrait Life of Lincoln.
Passmore, In Further Ardenne.
Wilde, P., Dawn and any plays by him.
Dix, B. M., Plays by, any.
Mencken, American Language.
Mencken, Ventures into Verse.
Mencken, Man Versus Man.
Hughes, Rupert, Old Nest.
Ellis, Studies in Psychology of Sex, 6 vols.
Courtship of Leonardi DaVinci.
Quiller-Couch, Delectable Ducy.
White, Blazed Trail Stories.

The Arthur H. Clark Co., Caxton Bldg., Cleveland, O.

Bicycling World and Archery Field, vols. 1 and 2 only.
Hadden, Jl. and Orderly Books, Albany, 1884.
Coffin, Our New Way Round the World.
Ward, Psychic Factors of Civilization.
Hall, Legends of West.
Account of La., Abstract of Documents, Phila., 1803.
Account of La., Laid before Congress, Nov. 14, 1803.
Planche, Cyclopedia of Costume, 2 vols.
Funeral Customs, Burials, etc., any books on.
Stephens, Insurrections, Macmillan, 1917.
Contemporary Review, Sept., 1915, Jan., 1920, to date.

City Library Assn., Springfield, Mass.

Blackie, Christianity and the Ideal of Humanity.
Sydney, England and the English in the Eighteenth Century.

City Library Assn.—Continued

Temple, The Covenanter, the Cavalier and the Puritan.
Shepherd, Historical Atlas, Holt.

Columbia University Library, New York

Arthur Broke, Romeus & Juliet, 1908.
H. Lichtenberger, Germany and Its Evolution in Modern Times, tr. by A. M. Ludovici, Holt, 1913.
Frederic R. Marvin, Last Words of Distinguished Men and Women, Revell, N. Y., latest ed.

Cossitt Library, Memphis, Tenn.

Place Names in the United States, Geological Survey Bull. 258 or 197.

Dartmouth College Library, Hanover, N. H.

Patten, Economic Basis of Protection.

Davis' Bookstore, 36 Vesey St., New York

Modern Plumbing, Starbuck, ed. 1906.
Dumas, Celebrated Crimes, vols. 1 and 4 of 8-vol. ed., buckram.

George Dewey, 119 Summit St., Toledo, O.

Great Pyramid Jeesah.

Robert W. Doidge, 16 Elm St., Somerville, Mass.

Books on Amusements, Games and Occultism.

Jas. F. Drake, 4 W. 40th St., New York

My Unknown Chum, Augucheek, 1st ed.

E. P. Dutton & Co., 681 Fifth Ave., New York

Burns, Merry Muses, 1827, or reprint of this ed.
Cabell, The Certain Hour, 1st ed.
Curtis, Creation or Evolution.
Cuthell, Wilhelmina Margaravine of Baircuth.
Dixon, B. H., Border of Riding Clans followed by a History of the Clan Dickson, Albany, 1889.
Doyle, The Lost World.
Fountain, Amazon from Its Source to the Sea.
Hone, Philip, Diary or Journal.
Phelps, Story of Jesus Christ.
Phillips, The Cost.
Phillips, The Deluge.
Phillips, Golden Fleece.
Phillips, Her Serene Highness.
Phillips, The Master Rouge.
Phillips, The Reign of Guilt.
Phillips, The Treason of the Senate.
Phillips, The White Magic.
Phillips, Woman Ventures.

Geo. Engelke, 855 N. Clark St., Chicago

West, Nath., 1000 Years in Both Testaments.
Spalteholz, Anatomy, vols. 2-3, or set.
Ramsey, Astrology Restored.
Stowe, Periodicity.
Babbitt's Light and Colour.

Henry K. English, 2035 Broadway, Indianapolis, Ind.

Wanted Nos. of National Geographic Magazine from 1895 to 1912; please send lists of what you have.

Geo. Fabyan, Riverbank Laboratories, Geneva, Ill., or Walter M. Hill, 22 E. Washington St., Chicago

Works on Ciphers, Obscure Writing, Symbols, Synthetic Elements, Cryptic Forms of Language, Cryptography, Ancient Symbolic Steganography, Signs, and other unusual characters in writing; also the art of deciphering.

Marshall Field & Co., State St., Chicago

Alone in the Wilderness, Joseph Knowles.

Fowler Bros., 747 S. Broadway, Los Angeles, Calif.

Birds of the Bible, Shalton Paite.

Friedmans', 53 W. 47th St., New York

Barber's Books on Glassware.
Plutocracy or White Slavery.
Pressure of Light, John Poynting.
Johnson's Dictionary.
Book of Knowledge.

Gammel's Book Store, Austin, Texas

The Book of Knowledge.

J. K. Gill Co., 3rd & Alder Sts., Portland, Ore.

Dictionary of Drygood Terms, Cole.
Dealers, send us your list of Western Books.

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J. K. Gill Co.—Continued

Holy Christian Catholic Bible or Holy Catholic Christian Bible.

Gittman's Book Shop, 1225 Main St., Columbia, S. C.

Young, A., Chronicles Pilgrim Fathers.
Life Lorenzo Dow, Goulding, Marooners' Island.
Elliott, Carolina Sports, Charleston, 1846, 172 pages.
Howe, Hist. of Presbyterianism in S. C.

Goodspeed's Book Shop, Boston, Mass.

Balfour, Life of Stevenson, 2 vols.
Bandelier, Gilded Man, 1893.
Bellamy, Duke of Stockbridge.
Benson, Catalogue of Etchings.
Cannon, Joseph, Hist. Mormon Faith.
Carrington. Vanished Arizona.
Chicago, Plan of, by Burnham & Bennett, 1909.
Clemens, S. L., Huckleberry Finn, Tom Sawyer, old eds.
Custer, My Life on the Plains.
DeWitt, Life of Jefferson, London, 1862, Paris, 1861.
Erasmus, In Praise of Folly.
Hammond, Woman's Part in a Revolution.
Hitchcock, E. A., Alchemy, N. Y., 1865; Other titles on same subject by him.
Hunter, G. L., Encyclopedia Textile Designing.
James, Henry, Essays in London.
Lamon, W. H., Life of Lincoln, Bost., 1872.
Life in Fiji, by a Lady.
Lyons, Colonial Furniture.
Linn, W. A., Story of Mormons, 1902.
MacKerlie, P. H., Hist. Lands in Galloway, 1870.
Masters in Art, vol. 7.
Miller, Wm., Life of, Books and Pamph. concerning.
Moore, Dict. Musical Information, this title only.
Mount Desert, Hist. of, Street.
O'Brien, Life Parnell, 1-vol. ed.
Rowley, Mass., Hist. of, Gage, 1840.
Sargent, L. M., Hubert & Ellen, L. p., Bost., 1812.
Ticknor, Spanish Lit., in Spanish.
Genealogies: Alison or Allison, 1893.
Bostwick Gen., N. Y.
Burgess Memorial, 1865.
Shinn, Story of a Mine.
Haines Gen., 1902.
Jennings, in Welles. Antiquity.
Lincoln, Ancestry of Abraham.
Mather Gen., 1890.
Pendleton, Brian, and Descend., 1910.
Soule Gen., 1883.

Benj. F. Gravely, Martinsville, Va.

Books concerning death of Crown Prince Rudolph and Baroness Maire Vetsera at Meyerling, Austria.
Rhinehart, Circular Staircase.
Intrigues and Scandals of Hapsburgs, books about.

Hampshire Bookshop, Inc., 192 Main St., Northampton, Mass.

Vernon Lee, Gospels of Anarchy, Brentano's.
Cross, Life of George Eliot.

Harlem Book Co., 47 W. 125th St., New York

Mid Stream, Will Livingston Comefort.
Rout of Living Men, Will Livingston Comefort.

The Harrison Co., 42 E. Hunter St., Atlanta, Ga.

McCall's History of Georgia.
American State Reports, 140 vols.
Green's Digest, 5 vols.
Decennial Digest.

Harvard Co-operative Society, Inc., Technology Branch, 76 Massachusetts Ave., Cambridge, Mass.

American Machinist, vol. 50, nos. 1, 2, 4, 5, 6, 7, 8, 9, 13, 17 and 20.
American Machinist, vol. 51, nos. 7, 8, 9, 10, 11, 12, 13 and 14.
Chemical Abstract Issue of Aug. 10, 1919.

Hazen's Bookstore, 238 Main St., Middletown, Conn.

Riddle of the Sands, Childers.

Himebaugh & Browne, Inc., 471 Fifth Ave., New York

Folk Ballads of Southern Europe, Jewett, 1910.
Folk Tales and Fairy Lore, McDougal.
Comic Almanac, Cruckshant, 2 vols.
Memoirs Wedmore.

Himebaugh & Browne, Inc.—Continued

Henty's Works.
New New York, G. J. Pennell.
History of American Painting, Isham.
Wisdom of East.
Chinese Literature, Giles.
Dollinger Essays.
A Man Who Tried to Be It, Mackenzie.
Water Colors on Venice, F. Hopkinson Smith.
Merrymount.
Tarry Lover.
Cotton Fabric Glossary, Bennett.
The Translation of a Savage, Sir Gilbert Parker.
Unoffered Secrets.
Hall and Lockes' Library.
Sport of Kings.
Mezatints, Connoisseur Library.
Etchings, Connoisseur Library.
Hunters Campfires in Many Lands, Harper.

Hochschild, Kohn & Co., Inc., Baltimore, Md.

From Gloom to Sunshine.
True Abraham Lincoln, Prof. Minor.
The Translation of a Savage, Sir Gilbert Parker.
Stowaway Girl, Tracy.

Paul B. Hoeber, 67 E. 59th St., New York

Harvey Lectures, 1905-06.
Ongania, Early Venetian Printing, illus., London, New York, 1895.

John Howell, 328 Post St., San Francisco, Calif.

Chamberlain & Salisbury's Geology, 3 vols.
Posepney, Genus of Ore Deposits.
Henri Fabre, Anything by him.
Beneficial and Injurious Insects of California, Essig.
Kelmscott & Doves Press Items.
Homer, old eds.
Californiana.
Ventures into Verse, H. L. Mencken.
George Bernard Shaw, H. L. Mencken.
Cupid and Psyche, Walter Pater.

H. R. Huntting Co., Myrick Bldg., Springfield, Mass.

Vanderpoel, Color Problems, Macm.

Hyland's Old Book Store, 204 4th St., Portland, Ore.

Smithsonian Institute, Tables Hyperbolic Functions.
The Choice of Pursuits, Nelson Sizer.
Arius, The Lybian.

Johnson's Bookstore, 391 Main St., Springfield, Mass.

The Building Mechanic's Ready Reference, Cement Workers and Plasteres ed., Richey, pub. John Wiley & Son, 1908.

K. C. Book Exchange, 715 Main St., Kansas City, Mo.

Wyatt's Art of Illustrating in Europe from Earliest Times.
Segher's Tresor de Calligraphique.
Herbert's Illuminated MSS, Methuen.
Book of Hours of Anne of Bretagne, facsimile reprint, colors.

Kaufmann's, 5th Ave., Pittsburgh, Pa.

Master of the World, Verne.
Sphinx of Ice, Verne, pub. 1905.

Mitchell Kennerley, 489 Park Ave., New York

Memoirs of the Sanson Family.
Gouverneur Morris, Yellow Men and Gold.

Korner & Wood Co., 737 Euclid Ave., Cleveland, O.

Carpenter's Intermediate Sex.

Kuttner's Sons, 115 So. Spring St., Los Angeles, Cal.

New Int. Encyc., vols. 4, 6, 8, 9.
Askew, Schulamite.
Smith, Adventures of an Old Man.
Smith, Crogan.

Mrs. Leake's Shop, 78 Maiden Lane, Albany, N. Y.

John Martin's Big Book, nos. 1 and 2.

Lemcke & Buechner, 32 E. 20th St., New York

Crawshaw, Furniture Design for Schools and Shops, Peoria, 1914.

C. F. Libbie & Co., 78 Bedford St., Boston

Keating's Narrative of Long's Exp.
Frank Leslie's Boys' & Girls' Weekly.
N. E. Hist. & Gen. Register, quote any.

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Hall's Travels in West.
Olmsted's Cotton Kingdom.
Southern Hist. Society Papers, any.

C. F. Liebeck, 859 E. 63rd St., Chicago, Ill.

Sabin's Dictionary Americana, any parts.

Lord & Taylor Book Shop, Fifth Ave., 38th St., New York

Quilts and Their Making.

Free Public Library, Louisville, Ky.

Stanton, Henry T., Jacob Brown and Other Poems, Robt. Clarke & Co., last ed.

Lowman & Hanford Co., Seattle, Wash.

Mrs. Ames, E. F. Benson.
Nature's Finer Forces, Roma Prased, Author, F. T. S.

M. F., care Publishers' Weekly

Frank Thilly, History of Philosophy, Holt.

McClelland & Co., 141 N. High St., Columbus, O.

Photography, Wm. Abney.
Photography, Chapman Jones.
Annual Photogravures, 1901-1917.
Tent Dwellers, Paine.
Eyes and Ears, Henry Ward Beecher.

McDevitt-Wilson's, Inc., 30 Church St., New York

Berdoe, Browning Encyclopedia.
Seaside and Fireside Fairies, trans. from German of George Blum & Louis Wahl.
Dodd Family Abroad, Lever.
Fifth vol., Old Merchants of New York, Barrett.
Story of Flute, H. Macaulay Fitzgibbon.
Jenks, Personal Problems of Boys Who Work.
Branchology, Cabell.
St. Nicholas for 1919, bound.
Ferns, Manual for North Eastern States, Campbell E. Waters.
New Testament History for Elementary Schools, MacLear, smaller ed.
The Quest Colonial, Robert & Elizabeth Shackleton.
Encyclopedia Americanna.
Barber, American Glass, Old and New.
Wilde, Epigrams.

Newman McGirr, 39 S. 19th St., Philadelphia

Penna. Vol. Cavalry, 4, 8, 11 and 22nd.
Penna. Vol. Infantry Regiments, 1, 2, 12, 14, 17, 25, 28, 33, 36, 37, 41, 52, 57, 72, 83, 84, 85, 95, 100-28-31-49 and 192d.

Jos. A. Margolis, 117 E. 28th St., New York

Aria, Costume, Fanciful, Historical and Theatrical.
Harris, Germany and England.
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Lyon, Graphics.
Mitchell, Business Cycles.
Scott, Counsel for Defense, 6 copies.

Medical Standard Book Co., 301 N. Charles St., Baltimore, Md.

Life of Elizabeth Fry, Pitman, Little, Brown.

F. G. Melcher, 62 W. 45th St., New York

Baskerville's ed. of Paradise Lost.
Baskerville's Book of Common Prayer.

The Methodist Book Concern, 150 Fifth Ave., New York

History of United States, Adams.

The Wm. Harvey Miner Co., Inc., 3518 Franklin Ave., St. Louis, Mo.

Catholic Encyclopedia, large ed.
Putnam, Mrs., The Lady, S. & W., 1910.

Moroney, Third St., Cincinnati, O.

Babbitt's Mechanical Drawing.
Bargains in any Technical books.

The Morris Book Shop, 24 N. Wabash Ave., Chicago

Mystery of State, Brown.
Dorothy Vernon, Play ed.
Vegtable Land of Tartary.
Arius the Lydian.

John Morton, 1 Duke St., Brighton, England

Freemasonry or Rosicrucian Books, old or mod., always wanted, also old Masonic Curios or Regalia.

Newbegin's, San Francisco, Calif.

Young, De Medici, 2 vols.
Stillman's Autobiography of a Journalist.

The Olde Booke Shoppe, 509 Royal St., New Orleans, La.

McColl, D. S., Nineteenth Century Painting.
Eca de Queiros, Epistolario de Fradique Mendez.

Old Book & Curio Store, 321 Royal St., New Orleans, La.

Trollope, Anthony, Complete Works.
Young, Charlotte, Complete Works.
Broughton, Rhoda, Complete Works.
Hearn, Lafcadio, 1st eds, any.
Cable, G. W., 1st eds., any.

Old Corner Book Store, Inc., 27 Bromfield St., Boston

The Encyclopedia of Ceremics.

Pearlman's Book Shop, 933 G St., N.W., Washington, D. C.

Sousa, The Fifth String.
Castle of Satan.
Wit and Wisdom of Woodrow Wilson, Doubleday, Page ed.
Webster, Quills, How to Make Them.
Eaton, Idyll of Twin Fires.

Philadelphia Book Co., 17 S. 9th St., Philadelphia

Philosophy of Permanent Colour, Dyeing, etc., Edward Bancroft, M. D., 2 vols., Phila., 1814.

Powner's Book Store, 37 N. Clark St., Chicago

Person, Lizard's Trail.
Fifty Years in the Church of Rome.
History of Nevada with Biographical Sketches of Prominent Pioneers, Oakland, Calif., 1881.

Presbyterian Bd. of Pub., Witherspoon Bldg., Philadelphia

Progress of Dogma, 7 copies.
Presbyterians and the Revolution.

Presbyterian Book Store, 6th Ave. & Wood St., Pittsburgh, Pa.

Life of J. H. Neesima, Maker of New Japan, J. D. Davis.
Life of Joseph Hardy Neesima, A. S. Hardy.
Aftermathe, Maclarren.

Princeton University Library, Princeton, N. J.

Rousseau, Social Contract, in Spanish, Savannah, Ga., 1802.
Dryden, John, Plays, Mermaid series, thick paper.
Farquhar, George, Plays, Mermaid series, thick paper.

E. R. Robinson, 410 River St., Troy, N. Y.

Lamprecht, What Is History.
Posnet, Comparative Literature.
Schaff, Creeds of Christendom.
Flick, A. C., Rise of the Medieval Church.
Anderson, F. M., Constitutions and Other Documents Illustrative of the History of France.
Hertslet, E., Map of Africa by Treaty, 3rd ed.
Hertslet, E., Map of Europe by Treaty.
Adams & Stephens, Select Documents of English Constitutional History.
Waterworth, J., Canons and Decrees of the Council of Trent.
Thompson, M., Sylvan Secrets.
Thompson, M., Poems.
Thompson, M., Boy's Book of Sports.
Thompson, M., Milly.
Rutledge, A., Old Plantation Days.
Canova, A., Life in South Florida.
DeLong, Mrs., Florida Breezes.
Page, T. N., On Newfound River.
Cory, C. B., Hunting and Fishing in Florida
Cory, C. B., Book on Birds of Florida.
Stowe, Mrs. H. B., Palmetto Leaves.
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Townsend, Wild Life in Florida.
Starke's Guide to Florida.
Packard, W., Florida Trails.
Mabie, H., Under the Trees.

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Haynes, Poems.
Timrod, H., Poems.
San Francisco Directory, 1864 or 1865.
Genealogy of Richard (Rock) Taylor.
Henty, G. A., Beric the Briton.
Henty, G. A., To Herat and Kabul.
Hard on Mushrooms.
Reed, C. A., Nature Studies in Field and Wood.
Recreations of Christopher North.
D'Israeli, Curiosities of Literature, good type.
The Track of Midnight, an old novel of Australian life.
Ouida's Novels, complete or odd vols.
Shepard, J. H., Chemistry, about 1890-1895.
Litsey, E. C., Race of the Swift, several.
Litsey, E. C., Love Story of Abner Stone, several.
Litsey, E. C., Maid of the Kentucky Hills, several.
Bagster's large print Greek Testament.
Winer's Grammar of New Testament Greek, 1882 or later.
Brown's(?) Muscular Movements.
Jomini, Life of Napoleon.
Gibson, Our Native Orchids.
Parkhurst, H. E. Bird's Calendar.

L. Rullman, 1421 University Ave., New York

Olcott, People from the Other World, 1875.
Truesdell, Spiritualism, Bottom Facts, 1883.
Davenport, Death Blow to Spiritualism, 1888.
Revelations of a Spirit Medium (St. Paul).
Evans, Old and New Magic, 1909.

L. Rutledge Co., Guthrie, Okla.

Oashpe Bible.
Golden Bough, complete set.

Public Library, St. Louis, Mo.

Wilkins, Shoulders of Atlas.
Chambers, King and a Few Dukes.

St. Paul Book & Stationery Co., 55 Sixth St., St. Paul, Minn.

Douglas, The Many-Sided Roosevelt, Dodd, Mead & Co.

Schulte's Book Store, 80 Fourth Ave., New York

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Complete Runs of the New York Times, bound copies preferred.

Chas. Scribner's Sons, Fifth Ave., New York

Bailey, Nature Study Idea, Doubleday.
Brewer, Dictionary of Phrase and Fable, Lippincott.
Giles, History of Chinese Literature, Appleton.
Hickson, Story of the Life in the Seas, Appleton.
Hill, One Hundred Masterpieces of Sculpture, etc., Lane.
Williamson, Lord Loveland Discovers America, Doubleday.
Craigie, Robert Orange, Stokes.
Esdaile, Age of Elizabeth, Macmillan.
James H., What Masie Knew, Duffield.
Malory, Morte d'Arthur. illus. by Beardsley, vol. 1 only, reprint pub. by Dutton.
McLellan, Psychology of Numbers, Appleton.
Nesbitt, Treasure Seekers, Sully & Kleinteich.
Smiles, Huguenots in America, Disosway Appendix, Harper.
Weitenkampf, How to Appreciate Prints.
Williamson, Golden Silence.
Bolton, Famous Leaders Among Men, Crowell.
Bolton, Famous Leaders Among Women, Crowell.
Bolton, Famous Men of Science, Crowell.
Collins, Poor Miss Finch, Harper.
James, Washington Square, Harper.
Adams, Five Fridays, Small, Maynard.
Arnot, Book of Bulbs, Lane.
Baird, Brewer & Ridgway, North Amer. Birds, Water Birds. 2 vols., Little, Brown.
Blaney, Old Boston.
Bowley, A. L., Elements of Statistics.
Britton & Shafer, North Amer. Trees, Holt.
Brugman, On the Nature and Origin of Noun Genders in the Indo-European Languages.
Budge, Dwellers on the Nile. Revell.
Cabaton, A., Java, Sumatra, Scribner's.
Chambers, R., Riverland.
Couperus, Eline Vere, Dodd.

Charles Scribner's Sons—Continued

Dawson, W. H., Matthew Arnold and His Relation to the Thought of Our Time, Putnam.
Dill, S., Roman Society in the Last Century of the Western Empire, Macmillan.
De la Mare, The Return, Putnam.
Dukes, Modern Dramatists, last ed., Dramatic Pub. Co.
Edinburgh Review, Jan., 1912.
Eliot, George Eliot's Life as Told in Her Letters and Journals, 3 vols., Harper.
Fairweather, Background of the Gospels, Scribner's.
Franklin, In the Track of the Storm, Amer. Bap. Pub.
Glyn, E., Where Love Leads.
Graphic, Jan. 17th, 1920.
Hale, A., Old Newburyport Houses, W. B. Clarke Co., Boston.
Hanbury, Sport and Travel in Northwest Canada, Macmillan.
Heine, Life Told in His Own Words, ed. by G. Karpeles, tr. by A. Dexter, Holt.
Hopkins, Life of Alexander Severns.
Hume, Spanish Influence on English Literature, Lippincott.
Johansen, With Nansen in the North, Amsterdam.
Knight, W., Philosophy of the Beautiful, 2 vols.
Kreymborg, Apostrophes: Tributes to Masters of Music, Kreymborg.
Lancaster, Historic Virginia Houses and Church, Lippincott.
Lang, Mystery of Mary Stuart, Longmans.
L'Enclos, Ninon de, Life, Letters and Epicurean Philosophy of Ninon de l'Enclos, Lion Pub. Co.
Lethaby & Swainson, Church of Sancta Sophia Constantinople, Macmillan.
Luce, Writing for the Press, last ed., Clipping Bureau, Boston.
Marlow, T. G., Dry Machinery and Practice.
Mathieson, Ecotland and the Union, 1695-1747, Macmillan.
McCurdy, E., Roses of Paestum, London, Allen.
Osgood, American Colonies in the 17th Century, 3 vols., Macmillan.
Patten, G., Enchanted Hour.
Pelham, Essays on Roman History, Oxford.
Phillips, Bibliography of Henry James.
Proctor, Leather Chemists' Pocket Book, Spon & Chambers.
Ralfe, J., Naval Chronolgy of Great Britain, 3 vols., illus., London, 1820.
Raspe, Baron Munchausen, ed. illus. by Cruikshank.
Sale, Manors of Virginia in Colonial Times, Lippincott.
Sheldon, Romance.
Smith, Irish History and the Irish Question, Doubleday.
Sphere, Jan., 10, 17, 1920.
Stephens, S. J., Rocky Road to Dublin. Macmillan.
Stevenson, M. I., From Saranac to the Marquesas.
Train, A., The Moon Makers.
Vizetelly, Republican France, Small.
Webster, Quilts, Their Story and How to Make Them, Doubleday.
Whitman, Leaves of Grass, Small Maynard ed. only.
The World's Cyclopedia of Science, pub. by Alden, vols. 3 and 4.
World's Great Classics, Renaissance ed. American Orators. vol. 2.
English Literature, vols. 1, 2 and 3.
Edition in gray cloth, paper labels, Colonial Press, N. Y.
Brand, Ch., Journal on the Voyage to Peru, Colburn, 1828.

Shepard Book Co., 408 S. State St., Salt Lake City, Utah

Chittenden's American Fur Trade in Far West, vol. 1 or set.

The Sherwood Co., 40 John St., New York

O'Brien, World Hist. at a Glance, 900 B. C.-1913 A. D.
British Drafts Player.
Set of I. C. S.
White, Mystery of Ravenspurs.
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Williamson, Miniature Painters, Imp. 8vo.

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Stewart, A. T., Catalogue, limited 100 copies.
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Morgan, J. Pierpont, Catalogues of Bindings, Royal English and French, also Early Printed Books.

Smith & Lamar, Agts., 810 Broadway, Nashville, Tenn.

Armageddon, Dr. S. D. Baldwin.

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Meville, Life and Letters of Wm. Beckford.
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Tarde, Laws of Imitation.
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Sollas, Ancient Hunters.
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Munro, Lake Dwellings of Europe.
Silberer, Problems of Mysticism and Symbolism.
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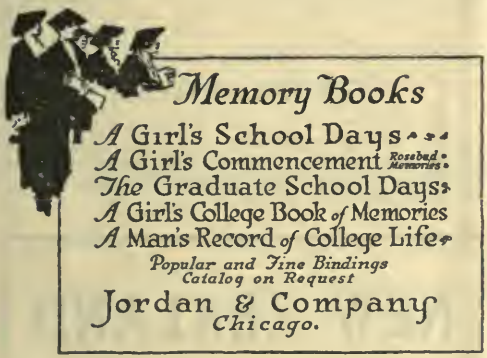

Henry Stevens, Son & Stiles, 39 Great Russell St., London, W.C. 1

Hamilton, W. T., Sixty Years on Plains, N. Y., 1897, or 1909.
Remington, F., Men with Bark On, Harper.
Remington, F., Pony Tracks, 1895, Harper.
Humfreville, J. Lee, Twenty Yrs. among Hostile Indians, 1st ed., Hartford, Conn, 1897, or re-issue 1909. Must be fine copy.
Hough, E., The Story of the Cowboy, 1897.
G. C. Shields, "Coquina," Battle of Big Hole, Chicago, 1889, London, Sampson Low, 1889.
Cody, W. F., Life of, Autobiography, Hartford, Conn., Frank E. Bliss, 1879 and San Fran.

L. M. Thompson, 29 Broadway, New York

English Notes, Boston Daily Mail Office, 1842.

Otto Ulbrich Co., 386 Main St., Buffalo, N. Y.

Up and Down, Benson.
Ava Roman Immortale, Crawford.

Union College, Schenectady, N. Y.

Bulletin de la Societe Chimique, 1915 to date.
Journal of the Chemical Society, London, 1914, to date.
Behrichte der Deutschen Chemischen Gessellschaft, 1907 to date, bound or unbound.

University of Illinois Library, Urbana, Ill.

Morgan, Thomas Hunt, Heredity and Sex, 2nd ed.

University of Kansas, Lawrence, Kas.

Newton's Life of Lord Lyons.
Calvin's Tracts, ed. by Beveridge.
Calvin's Institutes, ed. by Beveridge.

University of Kansas—Continued

N. S. Harris's Journal of a Tour in the Indian Country.
Peyton's Railroad Communication with the Pacific.

D. Van Nostrand Co., 8 Warren St., New York

Bingham's Viscosimeters.

A. C. Vroman, 60 E. Colorado St., Pasadena, Calif.

Philosophical Dictionary, Voltaire.
Daughter of the Fen, J. T. Bealbys, London,, 1896.

Walden Book Shop, 307 Plymouth Court, Chicago

Anatomy of Negation, Saltus.
Marpessa, Stephen Phillips, leather.
Round the Corner, Cannan.
Home Life of Wild Birds, Herrick.
Verse, Adelaide Crapsey.
King Hunger, Andreyev.
Sea Garden, H. D.

John Wanamaker, Book Store, New York

Denslow's Father Goose.
Handbook of Tropical Gardening and Planting, H. E. MacMillan.
Clives, Fifty Years in Wall St.

Westminster Press, 125 N. Wabash Ave., Chicago

W. H. Soltan, Exposition of the Tabernacle, Priestly Garments and Priesthood, illus., $2.00.
Lange, Numbers and Deuteronomy.
Tregelles, Remarks on the Prophetic Visions in the Book of Daniel, 5th ed.
American Cyclopedia, 25 vols., ¾ leather.

Geo. F. Wharton, 609 Baronne St., New Orleans, La.

Love's Cruel Enigma, in English by Paul Bourget.

Cleora Wheeler, 1376 Summit Ave., St. Paul, Minn.

Benson's Child of the Dawn.

Whitlock's Book Store, Inc., 219 Elm St., New Haven, Ct.

Harding, Lessons on Trees.
Luchaire, Social France at the Time of Philip Augustus.
Spear, Marks of a Man.
Mabie, Book of Christmas.
Vaughan, The Protein Split Products.

M. A. Whitty, 1400 Brook Road, Richmond, Va.

E. A. Poe and Virginia Items.

J. I. Williams Book Co., 533 Main St., Worcester, Mass.

Automobile Blue Books for N. E., 1920, vol. no. 2.

Woodward & Lothrop, Washington, D. C.

Introduction to Social Psychology, Wm. McDougall.
Methuen, any.
Heart and Chart, Margt. Gerry, 2 copies.
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Jomini Histoire Critique et Militerie, Paris, 1820.
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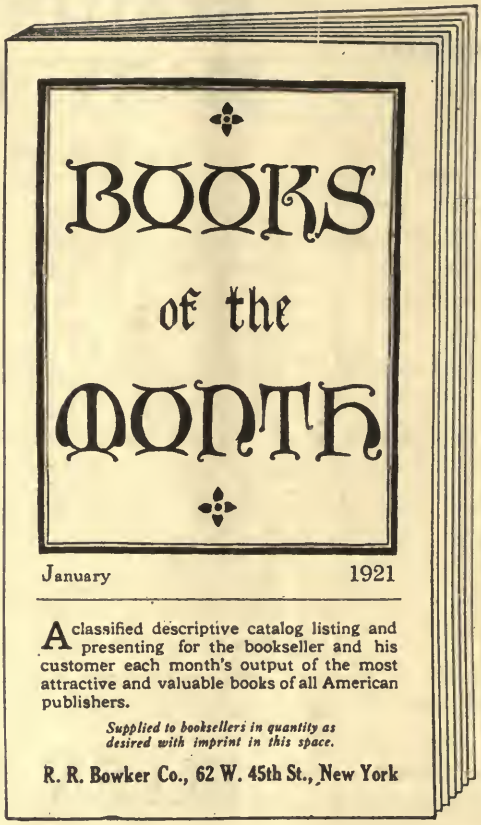
In a persistent consistent campaign it is good to know that you have at hand a sales building tool of proved dependability.



"We send 'Books of the Month' out through the mail . . . . and I believe it is the best advertising that we do for this shop. We get better returns from this type of advertising than from any other."

E. G. Nathan, Mgr., Doubleday Page Bookshop, Kansas City, Mo.

R. R. Bowker Co. *62 West 45th St.* *New York*

The Publishers' Weekly
FOUNDED BY F. LEYPOLDT

January 8, 1921

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."
—BACON.

The Old Cut-Rate Habit

THERE has been some nervousness in the book-trade for fear that the large stores, in endeavoring to get the public's attention, would use books in their clearance sales in the way that they were used a score of years ago, not as a sale of stock that should be reduced, but as a cut in a fixed price article to indicate to the public the store's general policy. This has always been a great handicap to the book-trade in every country in the world.

In the field of retail merchandise, there are very few items that have a recognized fixed price, and the public in a season of special sales is always more convinced of the genuineness of the bargains by seeing a change of price on an item of this sort than on unidentified merchandise.

In a discussion as to whether prices should be used in connection with advertising which has been going on in a leading advertising periodical, one manufacturer of a well-known item which sold for 50c. before the war with price mentioned in all advertising said that he would not again connect a retail price with his advertising, because he found stores selling the item all the way from 98c. to $1.50, and an advertised price would be a disadvantage to someone. With such conditions existing, it is no wonder that people become sceptical and are likely to take with a grain of salt announced price reductions.

This throws books with their well-advertised fixed prices into the merchant's horizon for cutting purposes.

The great evil of general price-cutting on identifiable merchandise, comes from the fact that, as there is no profit left after the price is cut, as soon as the period of cutting is over the store is likely to lessen its interest or give up the line altogether.

Retailing standards have gone a long way forward in the last twenty years, and practically 99% of the large merchants have ceased to use books as a cut-rate attraction. Either that 99% have been wrong in taking this new attitude, or the 1% is wrong in continuing to stick to the old methods.

Recently when Thornton Burgess was lecturing in the Middle West, where one of the stores had arranged for a reception for him and a lecture appearance, a rival store, as a counterblast, cut the price on the Burgess books for the week. When a large Eastern department store arranged to give space to the very expensive book-house which Volland & Company designed for the promotion of their books, and when the feature began to attract attention, the competitor replied by cutting the price on the best-known Volland items. This method seems to show a lack of imagination in merchandising that is noticeable because of its infrequent occurrence today. New York is the final stronghold of the old cut-price method, and three stores out of the many that cover the city still use the old method that the majority of stores have dropped as old-fashioned.

If January is to see book prices cut in order to bring down stocks, or to get rid of damaged or surplus material, it will be a healthy thing, altho reports from many sides show that there is comparatively little surplus stock about, on account of the careful buying that has been going on for the last four months. On the other hand, if January is used as the time to bring current and actively saleable books to the special price counter, in order to give reality to the cuts offered on unidentified merchandise, it will be an unfortunate sign that many of the retail merchants have not reached the standards of good business adopted by the large majority of stores.

Department Store Rates

IN two years the records of one department store in the middle west have shown that sales in almost all departments have radically increased in total, thereby lowering the percentage of rent that has to be charged against each dollar of goods sold. These figures are printed in the *Dry Goods Economist* and in the book and periodical departments of the store quoted in 1917 there had to be carried a direct floor space charge of 3.8%; in 1918, 3.1%; and in 1919, 1.8%. The figure for 1920 is not available.

This means that the total sales have so increased that the amount that has to be charged directly to that department for floor space used, had become in 1919 only half of what it was in 1917. Similar drops in percentage are shown in almost all departments, altho very few show such a marked change as in this. As the store is not named, it cannot be determined whether the department had been given new selling energy or whether the public's demand for books had increased to that extent.

With sales in a store of this kind increasing in that proportion there must have been a radical increase in the amount of stock carried to do that business, a more rapid increase than could be cared for by the accumulating revenue. This may indicate why it has been necessary to have heavy liquidation in order to get on a sound footing. While book stocks are not likely to be bought in again at lower rates very soon, many bookstores have stationery departments, where more rapid increases were seen, and decreases are more likely to turn up. The stores will have to face the problem of taking care of this depreciation.

Chicago vs. New York

LAST summer when St. Louis was claiming thru one of its booksellers that its market had now exceeded that of Boston in many lines of books, it was urged with some point that a spirit of competition among cities in the field of bookselling might be a healthy experiment, stimulating retailing enthusiasm. The matter comes again to the front in an editorial by Harry Hansen of the Chicago *Daily News* Book Page, in which he says, "If the intelligent readers of Chicago permit New York to gain the ascendancy in the recognition of 'Moon Calf,' 'Main Street,' and 'Poor White,' its possibilities of literary self-consciousness are vain, its pretention to culture is a sham, its belief that Chicago is the literary capitol of the United States is pure self-deception."

With this challenge thrown out, it would seem to be very much in order for the publishers of these three stories of Iowa, Minnesota and Ohio to encourage the selling competition between these rival literary centers. The sales records could be reported each week to the book-trade, and selling tactics raised to a high degree of efficiency.

Mr. Dutton a Nonagenarian

THE opening of the New Year brings with it the celebration of a notable event in the ninetieth birthday, on January 4th, of Edward Payson Dutton, the venerable head of the house of E. P. Dutton & Company. We doubt if any similar record of continuous service can be paralleled among living publishers in any country, and his many friends sincerely hope he may yet reach the century mark, toward which he has made such an unusual approach.

Books of the Month

Best Sellers Last Month

Compiled and arranged in the order of their popularity from exclusive reports of leading booksellers in every section of the country.

FICTION

The Valley of Silent Men, by James Oliver Curwood. *Cosmopolitan.*

A Poor Wise Man, by Mary Roberts Rinehart. *Doran.*

The Age of Innocence, by Edith Wharton. *Appleton.*

The Trumpeter Swan, by Temple Bailey. *Penn.*

The Top of the World, by Ethel M. Dell. *Putnam.*

In Chancery, by John Galsworthy. *Scribner.*

The Purple Heights, by Marie Oemler. *Century.*

Main Street, by Sinclair Lewis. *Harcourt.*

No Defence, by Gilbert Parker. *Lippincott.*

Harriet and the Piper, by Kathleen Norris. *Doubleday.*

GENERAL LITERATURE

Roaming Through the West Indies, by Harry A Franck. *Century.*

White Shadows in the South Seas, by Frederick O'Brien. *Century.*

Theodore Roosevelt and His Time, Shown in His Letters, by Joseph B. Bishop. *Scribner.*

The Autobiography of Margot Asquith. *Doran.*

Now It Can Be Told, by Philip Gibbs. *Harper.*

The Outline of History, by H. G. Wells. *Macmillan.*

Steeplejack, by James G. Huneker. *Scribner.*

Memoirs of the Empress Eugenie, by Comte Fleury. *Appleton.*

The Story of Opal, by Opal Whiteley. *Atlantic.*

The Americanization of Edward Bok, by Edward Bok. *Scribner.*

Books for Women

By Mary Austin

UNDER the name, National Council of Women, there exists in the United States one of the most remarkable social aggregations the world has ever known. It is affiliated with similar organizations in 28 other nations, but nowhere else has the Council reached the proportions that enables it to report ten million members. With the exception of the Red Cross and some minor charitable affairs, the federated organizations are all opinion making bodies, a list of whose activities and aspirations would prove conclusively that this is the most enlightened nation of the earth at its most enlightened period. Anywhere except in a democracy, such an organization would exercise political power. As it is, the most that can be said of the National Council is that it is the accredited source of social betterment wherever one of its branches may be found. Go into any town west of the Atlantic plain, and in half an hour's observation you can detect in the town's appearance, the presence of an active woman's club.

Timeliness Important

And yet, drawing as it naturally does from the most intelligent classes of the community, the Woman's Club movement accomplishes far less than could be expected of it. I have long ago concluded, and this observation of mine was confirmed by most women during the war, that its failure to function at the highest efficiency is largely due to the total ignorance of men as to the nature and possibilities of the organization. This is especially the case in respect to the advancement of learning. The energies of the council are being constantly called on to repel attempts to make use of it commercially, and for selfishly interested propaganda. But so far, I can not discover that any intelligent attempt has been made to enlist the ten million in such situations as just now confront the book-trade.

For a number of years, four or five publishers have made a practice of consulting me as to the proper handling of books *about* women. No one of these has ever asked me plainly, "What sort of books do women want?" and when I have volunteered to aid in the publicity of books which in my opinion women ought to read, tho the publisher has always been appreciative, ignorance of the real situation has frequently rendered my advice unfruitful.

During the first few months of the war there was great need among women for a book of facts of an explicit nature. Such a book was hastily prepared and a government agency provided for its distribution. The author asked me to prepare a plan for making it known to the ten million where the book could be purchased. This I did in writing, to the publisher. Among other things the plan involved leaflets which would be distributed thru the machine of the women's organization, free of cost, so important did the officials find it, and so urgent the crisis. For some reason we could never fathom, the circulars did not appear. At length, some weeks after the crisis, the publisher sent for me to inquire why the book was not selling as it should. I had an excellent alibi in the written plan which mentioned dates explicitly. The point of the story was that the publisher had utterly failed to understand that the dates meant anything, or that the machinery for distribution had not been evoked for his special use, humbly waiting on his time. I do not think he understands yet.

On another occasion I knew of a book about to be published which would have been immensely important to one of the federated organizations whose membership was close on two million, rather definitely confined to a locality. Again at the author's solicitation I sent the publisher full directions for advertising the book among that group at a minimum cost to himself, making the organization, in fact, carry the cost. Again nothing happened. As I was at the time lecturing on the subject in that locality I received numerous requests for the book or for information as to where it could be had. I approached the publisher again, to be met with a very kind and excessively patronizing explanation that that was "not the way books were sold."

In a third instance, a publisher who had been in the habit of consulting me about feminist books before undertaking them, insisted on accepting one against my advice, which was to the effect that the matter contained in the book was already familiar to the only women likely to be interested. It was new to him, and he simply could not realize the closeness of the organization which was responsible for the facts. He published the book, expecting great things from the forty thousand membership of the society, and on the day of publication sold to them four copies.

Woman, the Utilitarian

But it is not only in books relating to organized activity that the American publisher fails to appreciate the attitude of the Ten Million. Except in the case of those books in respect to which the key has already been struck by publication in women's magazines. there is scant evidence of any understanding of the woman trade. I have never been able to discover the source of the tradition according to which book advertisements are written, but it must have originated long before woman appeared on the scene as a social factor. It always ignores the fact that woman in her spiritual and intellectual

life is intensely utilitarian. She buys books for entertainment and diversion just as men do. But when she buys books which are for some other purpose than entertainment, *it is always with a view to what will be accomplished by the book when it is read.*

Woman's intellectual curiosity is small. She is not interested in new ideas because they are new, but because they elucidate some problems on which she is already engaged. Of course, with a publisher who has no notion whatever as to what problems interest women, the chances are that the fact that this particular book does bear on her problem, will never be mentioned in the advertising.

Advertising Mediums

Most book advertising deals with the quality of the book, its style, significance as literature, its place among other books. The number of women who care for these things is relatively small. But suppose the woman is buying a book for the children, and women do buy most of the children's books, what she wants to know is what that book will do to her child.

Suppose somebody advertised a boy's book like this: "Do you want your boy to grow up courteous and open-minded to women? This book will make him so!" But, of course, nobody ever does advertise a book like that. For all the years of the war I never addressed any audience that some woman did not rise up and ask me for a list of books that would create that romantic passion for our own country that other people seem able to feel for theirs without the added burden of historical instruction or propagandized sentiment. Nowhere could I discover what a children's book might do for its readers, from anything the publishers said about it.

It is, of course, a great disadvantage that books are not advertised in journals conspicuously read by women. I understand that trade considerations make this impossible. But it would be possible to persuade some of the women's magazines to introduce from time to time book reviews which would perform the necessary service of informing women of books which have special uses in the women's world. The difficulty about this sort of thing is that it is never done by anybody who knows, really knows, about the women's world.

"East is East"

One can imagine the National Association of Book Publishers instigating such a department of book information for women, in all the leading women's magazines, and then putting it in charge of some ex-publisher's reader, or University professor whose acquaintance with these United States is confined to the region between Fifty-ninth Street and West Twenty-third.

Last summer while travelling thru the Non-Partisan League country I found one book in circulation. It was Upton Sinclair's "Brass Check." Upon inquiry it developed that this was the only book which was advertised *in conjunction with the ideas in which those people were interested.* There were plenty of other books published in which these people would have been interested, but they were not advertised in the farm journals, the women's magazines, or the Non-Partisan organs. Where else would they hear of them?

While I was in that country I was consulted anxiously by the editors of the largest journal for farm women in the world, with close on a million readers. They were as absolutely cut off from the book world as if they had been published in the Arctic circle, and altho they admitted that their women readers wrote asking for a different sort of literary diet, they did not find any inquiring glance even turned in their direction from the publishing world. I may say that they didn't know me thru my publications, but as a figure rather actively repudiating the intellectual shibboleths of the "East" which continues complacently unaware of the needs and activities of the out-country.

If I were asked to name the one outstanding reason for the failure of the book business to register along with other selling businesses, it would be the failure of the eastern centers to understand what the rest of the country is thinking about, and how it goes about its thinking.

"Pick-Up" Reading

There is one other item in connection with women readers which has, so far as I know, never been touched upon. That is the form in which books other than fiction are written. Everywhere, in the makeup of serious books, the tradition of the cloister and the university prevails. Matter is divided into chapters requiring at least half an hour's undivided attention to master, and presenting to the eye the solid grey page sufficiently disconcerting to the most assiduous reader. One must accept as inevitable that most women's serious reading is "pick up" work. It must be suited to short sessions, and admit of easily "finding the place" after frequent interruptions. The only book that I know of which has succeeded in maintaining a form suited to the exigencies of women's reading is Mary Heaton Vorse's new volume, "Men and Steel" (Boni & Liveright). There is no reason on earth why a book should follow the traditions of the early eighteenth century in its make-up, any more than a play should continue to be divided into five acts with a prologue and epilogue. We have long recognized that there are no rules of play writing that are not primarily rules of audiences.

It is quite possible that the rules for book writing reside in the mental habits of the readers.

II.

Ninety per cent of the organizations involved in the National Council of Women are opinion making. Only a few of them are confined to the business of making opinion on one subject only. In the largest single

unit of the Council, the Federation of Women's Clubs, opinions are continually made on all matters of culture, and every such club has its Book Committee.

So far, it must be admitted, the activities of the committee have been directed more to getting books intelligently talked about than to getting them read or bought. But there is no reason why the most effective machinery of the Clubs could not be utilized in a campaign for an increased *use* of books. Once the Ten Million get behind such a movement there is no predicating its results.

But the condition of persuading the women to undertake such a campaign would devolve on the whole publishing trade. It would depend first of all on publishers and book dealers understanding that books are *objects of legitimate social use.* At present books are handled as the insignia of a cult, as *objets d'art,* as the means of diversion. The whole book complex has swung between the literary tradition and commercial speculation. People have gone into the book business either as publishers or sellers, as a "gentleman's job," a little less than trade on the one hand, and not too remote from literature on the other. The whole machinery of the trade is clogged by people who are using it as a means of self-expression, as an anodyne to an aching and impotent desire to create. Too many an editor and publisher's literary advisor is, probably unconsciously, attempting under cover of "what the public wants" to use other people's books to express what he would like to express supposing he were equal to creative expression. Too many a book-store fails because the bookseller was more interested in handling a particular kind of book than in supplying a definite social need.

An Ideal of Public Service

This is not the sort of thing that can be certified, but I am inclined to think that the present paper shortage and printers' trade difficulties have simply uncovered what must in a very short time have made itself evident; namely, that the whole book business as well as the whole school business has lost step with American life. The book business, so inter-related to the business of education and public information, must move definitely out of the department of literary tradition into that of public service.

It must become socialized in the same way that the profession of medicine has become socialized. People should not go into it either as a means of parting the people from their money, or because they fancy it as a peacock flourish to personality, but because they possess some qualification for serving the public in that capacity. Ethics and procedure should be worked out which would enable both writers and dealers to realize on such capacity without at the same time imposing on the public, the public not being much more capable of defending itself from bad or inadequate books than from medical malpractice.

Such a change could not be effected all at once. But no considerable body of citizens could put any heartiness into a propaganda for more, or more intelligent, book buying without the assurance of an authentic social intelligence behind the business of making and publishing books to buy. This, you may take it, is not so much a private opinion, as an expression of that spiritual utilitarianism which is characteristic of the woman's machine. Women can not be expected to take the same interest in books that they take in public health or public recreation until the book business takes on the aspect of a public service. So long as it remains the expression of unorganized and often discordant personal enterprise, it remains definitely outside their field.

Presidents and Publicity

WHEN Roosevelt selected his "pigskin" library to take with him to Africa, every reader in the country was curious as to what books had been chosen. Many titles, unknown to the general reader, became temporarily at least, household words, numerous copies were bought impulsively and first chapters only read. Ordinarily the sales would have been few and for admirers only. Roosevelt's praise also sold many editions of Charles Wagner's "The Simple Life." Since Wilson expressed the relaxation he found in a good detective story, the publicity copy for dozens of detective stories have mentioned the fact. President Wilson's praise of Margaret Prescott Montague's "Uncle Sam of Freedom Ridge" was undoubtedly one of the most important factors in its popularity. Brentano's report that altho the sale of Edgar Saltus' "Royal Purple" was steady and satisfactory from the date of its publication, yet after the recommendation of President-elect Harding, which appeared in the New York *Times* early in December, the demand for the book has grown very noticeably so that the third edition is now necessary, the edition printed after Harding's recommedation having been all sold.

Conversation

AFTER you've discussed the High Cost of Living, from tooth-paste to tires, when you've finished with MacSwiney, and settled the European situation, are you at a loss for topics to discuss with your dinner partner or that new acquaintance you would like to impress? The clever conversationalist is not only witty and original, but well-informed, well-read and full of telling allusions,

READ MORE BOOKS

THE OLD CORNER BOOK STORE
27 Bromfield Street Boston, Mass.

Publishers' Weekly Thru 50 Years

1872—1921

II.

IN 1900 the office of the PUBLISHERS' WEEKLY and its collateral enterprises was moved to 298 Broadway, where it remained for thirteen years. After its capture by the politicians, Mr. Bowker had resigned in 1899 from the Edison Illuminating Co., which he had administered for a decade, in parallel with the administration of the publishing office. He presently resumed industrial relations as vice-president of the two De Laval Companies, named from Dr. De Laval, the inventor of the cream separator and of the modern steam turbine, often called the Edison of Sweden—an association which permitted more continuous personal relations with the publishing office.

The staff was still a modest one, including most of Mr. Leypoldt's early associates, Mr. Growoll as managing editor of the PUBLISHERS' WEEKLY, Mrs. Leypoldt of the *Literary News*, and Miss Helen E. Haines of the *Library Journal*, Miss Monachesi writing the book notices with the help on the lists of two ladies, Miss Parsons and Miss Allen, while George D. T. Rouse was at the business desk and W. A. Stewart, the advertising representative.

After the publication of the two initial volumes of the *American Catalogue*, Mr. Leypoldt had in plan successive supplements, but he did not live to carry out his plan. The burden fell upon Mr. Bowker, who directly edited the volumes for 1876-84, 1884-90, 1890-95, 1895-1900. In these successive volumes were initiated several important lines of bibliography. A systematized bibliography of U. S. public documents, 1881-84, arranged by departments and bureaus, involving much personal work at Washington, was included in the volume for 1876-84, and continued thru successive issues. A bibliography of state publications, hitherto uncataloged, involving personal visits to most of the state capitals, was made a feature of the issue for 1884-90, and resulted ultimately in the publication in 1899 of the thick volume on "State Publications," in the completion of which William N. Seaver lent a helping hand. A third bibliography was that of "Publications of Societies," 1884-90, which also was expanded in a separate volume, published in 1899.

The *American Catalogue* system in quarto form proved anything but remunerative, and, with the close of the century, it was succeeded by the octavo volumes, two for the period 1900-05, the first being an author and title, the second, a subject arrangement, and volumes for 1905-08 and 1908-10 followed. The first of these volumes came from the patient hand of Mr. Growoll and was made by photograph from the full entries with annotations clipped from the *Weekly Record* of the PUBLISHERS' WEEKLY and pasted together to make standard pages. Later the linotype came into use and the slugs were kept over from the annual catalogs for cumulation into these volumes.

With 1900 another association of publishers came into being, the American Publishers' Association, of which the first president was Charles Scribner and the first secretary George P. Brett. This Association was not given to general meetings, and its chief purpose was to place the book-trade on a sound foundation by replacing nominal retail prices from which large discounts were commonly made to individual buyers, by net prices with the lesser discounts from publishers which were real instead of misleading. The A. B. T. A. had disintegrated on this question, but the leading publishers, supported by the more far-sighted retailers, had come to the opinion after the full discussion thru the PUBLISHERS' WEEKLY that the reform was necessary in the interest of all concerned, publishers, distributors and the ultimate consumer alike. There was no attempt to fix retail prices, but there was an endeavor to limit and standardize discounts and to refuse to sell to "cut-price" retailers. The costly and prolonged Macy suits resulted in the defeat of this plan as an infringement of the Sherman Anti-Trust Law, and considerable fines were collected from participating publishers, and the Association was in 1914 formally disbanded. The net price system still survives, however, tho in danger from pressure for increasing discounts, which, if too liberal, are sure again to become nominal and disastrous.

The retail book-trade began again to feel the need of wider organization, and the American Booksellers' Association was organized in 1901, holding its first convention in New York, with Henry T. Coates as first president and J. W. Nichols as first secretary.

An early association for mutual insurance, founded in 1886 under the title of the Booksellers' and Stationers' Provident Association, had lapsed into inactivity about 1895 because of the lack of sound actuarial basis, as the members became older and more rapidly died off, tho its affairs were not finally wound up until 1903. Meantime there was started in New York in 1895 a local association, known as the Booksellers' League, founded by Mr. Growoll, Mr. Holden, Mr. Burkhardt and others, whose pleasant dinners still continue and whose example has been followed in other cities.

In 1904 John A. Holden, long associated with Thomas Whitaker, on whose behalf he made frequent European visits, joined the staff as business manager, in succession to W. J. Bell, and brought to the desk, which he has since held, a long experience, both in publishing and retailing. In these two posts Mr. Holden has spent a noteworthy business life of service to the book-trade, already a year longer than the half century of the PUBLISHERS' WEEKLY.

The PUBLISHERS' WEEKLY had from the start

been an ardent advocate of international copyright, and its office became the center of much of the work which brought about the first tho inadequate international copyright legislation of 1891. A questionnaire was sent to American authors generally, which produced excellent results, and a memorial was signed by more than a hundred authors, whose signatures were reproduced in facsimile, while the editorial columns were made the vehicle for a series of articles on copyright, national as well as international. These form the basis of the thin volume on "Copyright; Its Law and Its Literature," by R. R. Bowker, with bibliography by Thorvald Solberg, issued with the imprint of the Office of the PUBLISHERS' WEEKLY in 1886. The American Copyright League, made up chiefly of authors, of which George P. Lathrop was first secretary, succeeded later by George Walton Green and by R. U. Johnson, and of which R. R. Bowker became acting vice-president after the death of Hamilton W. Mabie, was complemented by the American Publishers' Copyright League, of which George Haven Putnam was secretary and moving spirit, as he has continued to be until this day. Both these joined in further attempts to better our copyright relations, and the result was a series of conferences out of which came the complete copyright code of 1909, which, except for the manufacturing clause, was thoroly satisfactory to all concerned. On this law and the British copyright act of 1911 was based the larger volume on "Copyright: Its History and Its Law," by R. R. Bowker, published by Houghton Mifflin Co. in 1912.

The full bibliographical scheme developed in the office of the PUBLISHERS' WEEKLY thruout these years included a Weekly Record of full titles with descriptive annotations, supplemented by a title, a line-order list arranged by publishers, a monthly reference list in short title by author, title, subject and series entry, each in a distinctive typography, a quarterly cumulation from the linotype slugs of the latter, an annual catalog further cumulating the the same material with completing additions, published in the Annual Summary Number in January, as well as in a separate volume, and the final cumulation in the American Catalog octavo volumes, of which the initial volumes for 1900-05, previously referred to, were to be the permanent model. Besides these, there were the special lists in connection with the Educational, Summer Reading and Christmas issues and other trade bibliographies on special subjects, as of books for boys and girls.

It had been Mr. Leypoldt's policy, which was continued by his successor, to give the trade the largest service at the lowest possible price, which should be the same to all users. Instead of raising prices to cover the increasing cost of service, this complete system was curtailed to bring cost within revenue.

It was not until 1908 that any substantial change was made in prices, when the subscription rate was made $4 per year and the basic price of advertising $25 per page, increasing to $30 for special positions. Meanwhile the H. W. Wilson Co. had developed the plan of a service basis of payment, which should ask prices scaled in proportion to the needs or use of the buyer, and ultimately an understanding was reached between the two offices by which the waste of duplicate service was avoided and the two systems were worked in harmony.

What it Means to be a Publisher

A Survey of a Busy Five Years

"A SORT of record of five years' publishing" is the description Alfred A. Knopf attaches to a unique little book, "The Borzoi 1920," which came from his office last fall and, in autographed large-paper form, has been received at Christmas by some of Borzoi's friends. Older houses have issued their publishing records at various times both here and abroad, and thus added to the material available for the knowledge of book-trade history, but this book is perhaps the first in which a publisher has, by giving some record of the first years of his enterprise, helped us to understand what the process of list-building is.

The record takes the form of a miscellany, a table index, and an author list. Borzoi authors write about each other friendly but keen estimations. Nathan writes on Mencken, Wilson Follett on Hergesheimer, Bynner on Bodenheim, Mencken on Willa Cather, etc. Not written especially for the volume but wonderfully in keeping with its spirit is the introduction translated from Maxim Gorki. In part three there is a collection of prose and poetry of Knopf publications from W. H. Hudson to Ed. Howe of Kansas. Part two gives brief biographical material on fifty Borzoi authors and the fourth part gives a detailed record of the titles that came out in the five years.

It is interesting to see from such a detailed record just what five years of publishing means. Here are 236 titles by 167 authors, 236 contracts written, about one book a week accepted, its form planned, printing and binding arranged and the distribution accomplished. Multiply this number of titles by many times to get a picture of the manuscripts that must be winnowed and the unceasing care and perseverance that a publisher must have to build a list that can gain respect. This seems to demand more than the ordinary individual's share of initiative and executive ability.

A publisher to build a general list must

have a well-rounded interest in varying fields of literature. Mr. Knopf has, in this record from September, 1915, to September, 1920, shown an ability to develop a well-rounded line with an emphasis on pure literature. In fiction there were 49 volumes, poetry 39, essays 29, travel 23, plays and theater 31, history 12, biography 11, short stories 8, the war 8, art 5, education 4, juvenilies 3, nature 2,, miscellaneous 22. Out of this list about 200 remain in print.

There is a strong representation of translated material in his lists, showing that one of his endeavors has been to bring foreign works of merit before the reading public of this country. Russian, French, Spanish and German writers are all introduced in the Borzoi books, but Russian titles are most numerous.

In carrying on his work, Mr. Knopf has always retained a personal interest in the authors whose works he publishes. This personal touch has done much to lend distinction to his endeavors. The spirit of good will and fellowship between the publisher and his author has left an indelible mark on publishing annals of recent years. To his credit it may be said that such authors as Joseph Hergesheimer, H. L. Mencken, Dorothy Richardson and Floyd Dell are largely indebted to him for their initial success and present recognized place in letters.

Among the contributed articles to "Borzoi 1920" is one by Clarence Day, Jr., entitled "Astonishing Psychic Experience," which purports to be a true account of how Alfred A. Knopf appeared in a vision to Mr. Day. This sketch seems so particularly apt and so characteristic not only of the author, but of the versatile publisher whom he describes that it is reprinted here in full:

"I have a friend who, when she hears a strange voice on the telephone, can visualize the person—that is to say, she sometimes can, if it interests her. She half-closes her eyes, tilts her head back, stares away off into space; and then she slowly describes the appearance of whoever is telephoning, almost as well as tho he or she were standing before her. It is one of those supernatural gifts that seem to our times so startling.

"The reason I mention this is, that tho I hadn't supposed I was that sort of person, I had one of those mysterious psychic visions myself, years ago. It came to me while I was reading Mr. Knopf's first announcements of books. I had never seen the man, never heard a word of what he was like, yet his image suddenly arose clear as a photograph before my inner eye. There he stood, tall and thin, an elder statesman, with a bushy white beard; round glowing eyes, ivory skin; an animated savant.

"He spoke in his circulars as a man of great taste and authority. I pictured him as a French Academician of American birth.

"Year by year as I read his new catalogs this image grew stronger. People would ask me, 'Have you met this man Knopf?' and I would say: 'No, I haven't, but I can tell you what he's like just the same. I'm a bit of a psychic.' And then I would describe my strange vision. This sometimes annoyed them: they would even ask, 'But how do you know?' I would then describe the sense of quiet certitude that comes with such an experience.

"Then one evening I met Mr. Knopf—in the flesh, as we phrase it. I found he had changed. He was more human, and in a way more impressive, but less picturesque. Instead of being tall and thin he was of medium-size, strong and well-formed. And he wasn't exactly what you'd call old: in fact he was in his twenties; and instead of a bushy white beard, he had only a small black moustache.

"It is not for me to explain this astonishing and almost incredible discrepancy. I must leave that to the Psychical Research Society, to which I wish all success. The only way I can account for it is to suppose that Mr. Knopf has more than one personality. I admit I did not see in my vision the side he physically presents to the world. But it may be I am such a powerful psychic that I saw something deeper. I saw the more appropriate vehicle of his innermost soul.

"We sat down for a talk. I tried out of courtesy not to use this power of mine any further. Even when I gave him my manuscript to publish, and we began to talk terms, I endeavored not to peer into his heart. He gave me good terms, however. He explained that his idea of a publishing house was a sort of companionable enterprise, and that authors and publishers ought to be friends. They at least ought to try.

"I carefully looked over his list to see who his author-friends were, and picked out one or two pretty rum ones and asked him about them. He admitted with composure that of course every man made mistakes. I said as anxiously that I hoped I had made none in choosing him as a publisher. He said probably not; but it was harder for him to pick out the right authors. He added, however, that he had done very well . . . up to now.

"We stared thoughtfully at each other . . .

"I glanced at his list again. It did consist chiefly of quality *belles lettres*, after all. He really seemed to care about books. But then I wondered suspiciously if the very fact of his being so cultivated had made him a poor man of business. His appearance was certainly forceful and energetic, but nevertheless . . .

"I decided to have one more vision. I half-closed my eyes, the way that friend of mine does, and tilted my head back. Mr. Knopf seemed surprised. I paid no attention to this, but coolly gazed right into his mind. It was a tall roomy mind, with long rows of thoughts, like onions on rafters—thoughts of bindings and dogs and Archimedes and authors and what-not. In the middle was a huge pile of packing cases (mostly unopened) containing his plans and ambitions

in the publishing world. I am sorry now I didn't unpack a few to see what they were, but they looked pretty solid; and I was distracted by seeing, way over in a corner, his thoughts of myself. As these were at that time rather mixed, I prefer not to describe them. My catching sight of them at all was merely one of those unhappy annoyances that must often upset a seer's life. It's one of the risks of the business.

"As I gazed on, indignantly, something drew across his mind like a truck, only even more massive. I presently discerned that it was a strong intention to go. Simultaneously—for the man is well co-ordinated—he said good-bye and went out.

"I was left there alone in my rooms, with my weird psychic gift. I may add that I rang for the janitor, and in spite of his bitter objections, transferred it to him."

University and Pullman

ANY survey of the reading habits of any section of the country is of interest to publishers and booksellers, even tho, as in the case of the one just reported by the University of Michigan, the survey endeavored only to estimate the periodical and newspaper habits of a group.

453 students in 3 of the upper classes answered a questionnaire which showed that they spent from 6 to 6½ hours weekly in reading newspapers and magazines. Outside of the local daily, the most widely read columns were those in the Chicago *Tribune*. Towering above all periodicals was the *Saturday Evening Post*, read by 269 out of the group, and consuming about 1/3 of the weekly reading hours; the *Atlantic* showed up well with 32 readers; Red *Book*, 42; *Cosmopolitan*, 70; *Woman's Home Companion*, 21; *Ladies' Home Journal*, 7. There was but very scattered attention given to the serious weekly reviews such as the *Nation*, *New Republic*, or *Survey*.

In contrast to this estimate there comes to hand a small private survey of Pullman car reading. There has been so much said of the low level of Pullman car reading that this detailed report is an interesting testimony to the contrary. Henry Blackman Sell, formerly editor of the book page of the Chicago *Daily News*, and now editor of *Harper's Bazar*, made this census on a "Broadway Limited" coming from Chicago to New York in December.

Literary Editor of the Chicago *Daily News:*

I inclose the exact literary contents of the Broadway Limited, exclusive of newspapers, which mean nothing. It is a remarkable record because it shows that, after all, the force of honest reviewing is being felt in America. Say what we will, people do buy books that are reviewed in an honest, entertaining way. I found on this train:

Three copies of "Main Street."

One copy each of "Moon Calf," "Potterism," "A Man for the Ages," "The Sea and the Jungle," "Old Junk" (Mine! It's bully!), "Momma" (the owner of this book also had "Main Street," which he read all the time), "Instincts of the Herd in Peace and War," "White Shadows in the South Seas" and "The U. P. Trail."

Now for the magazines. I found:

Six copies of the *Cosmopolitan*.

Three copies of the *Literary Digest*.

Two copies of the *American Magazine*.

One copy each of *Popular*, *Saturday Evening Post*, *Red Book*, *Forum*, *Dial*, *Popular Science* and *Breezy Stories* (very soiled. I believe this belonged to the porter).

Every single item was actually being read by a man except the *Dial* and *Breezy Stories*. The few women read newspapers or watched the telegraph poles come and go. I have always wanted actually to see a *Dial* reader, you know—actually doing it—but the *Dial's* seat was empty all the trip.

HENRY BLACKMAN SELL.

When Shakespeare Sold for a Song

THE happenings of the last few years in the auction market of rare books have rather accustomed book lovers to seeing rare items of the Elizabethan period flow steadily toward America, a habit so firmly fixed in our minds that there is more than usual interest in reprinting a clipping which appeared in the New York *Tribune* of October 26, 1860, which has been sent to us by Jerome Williams, of Kingston, New York. The clipping refers to the fact that the public showed greater interest in "copper-skinned Tommy" than in Shakespeare quartos, and Mr. Williams explains that the "Tommies" referred to were the members of the party of Japanese who were then making a tour of the United States. The *Tribune* said:

"If one may judge by the Burton library sale, the Bard of Avon stands nowhere in sight of a copper-skinned Tommy in the esteem of the wealth and intelligence of New York. On the occasion of that scandalous ball given to the Aldermen and their rowdy friends, under pretense of entertaining Tommy and his fellows, more money was offered by a dozen of our "first citizens" for tickets than would have saved the city from the shame of allowing all the scarce editions of Shakespeare sold on Saturday to go back to England. Not one of the original folios—not one of the very rare early editions of single plays—not even the Halliwell folio, now in progress—was deemed of the slightest importance. The mass

of books up to Shakesperiana had gone to keepers of stalls and second-hand shops, and it was hoped that at the climax some of our rich men would do something for the credit of the city; but they were not there—the seats held the same men who came to buy 'Tom Jones' and 'The Wandering Jew,' not one member of the theatrical profession appeared, not one liberal patron of letters, and the only parties interested beyond the making of a few cents on resale of their purchases, were a few sorrowful bibliomaniacs too poor to purchase 'Poor Richard's Almanac.' In the language of the discouraged auctioneer, 'in view of the lavish outlay of thousands for a few hours' discomfort at the Prince's ball, this deliberate sacrifice of the best collection of the kind in America was most disgraceful.' The earliest printed play in the sale was 'Pericles,' London, 1619; sold for $48; goes to London. 'King John,' 1622, $24; 'Henry IV.,' 1639, $18.25; 'Richard II.,' 1634, $25; another 'Henry IV.,' 1622, $28; 'Hamlet,' 1637, $14; 'Othello,' 1622, $8.25; 'As You Like It,' 1723, $8.37; 'Timon,' 1678, $5; Garrick's 'Romeo and Juliet,' 1770, $4.25, and so on, all for London. Of the doubtful plays, 'Sir John Oldcastle,' 1600, brought $15.50; 'Lancaster and York,' 1619, $14; 'Merry Devil of Edmonton,' 1617, $11; 'Faire Ins,' 1631, $10. The folio of 1623, printed by Jaggard & Blount, a fine copy which cost Mr. Burton £82 14s., brought $375, and goes to London. The second folio, 1632, $127.50, same destination; third folio, 1660, partly reprint, $105, also for England; a folio of 1675, $65, for London. These were followed by about twenty editions, mostly English, varying from two to twelve volumes, and bringing an average of about $2 per volume, except Boydell's folio, a presentation copy, illustrated, and very splendidly got up, which reached $20 per volume. Boydell's large plates, superior impressions, brought 35 cents apiece. Then came the jewel of the sale, Halliwell's folio. This work, now in progress, exhausts Shakespearian history, and presents everything of the least interest on the subject. As a monument of typographic art it has no equal. Ten volumes are out, and ten are to come, and only 150 copies are printed, the plates being thereafter destroyed. The whole work is paid for, the purchaser having to assume only charges for freight and duties. It was started at $200, and went up $5 and $2.50 a bid until it reached $305, when it was knocked down to a London purchaser, who was prepared, if necessary, to go much higher. We presume it goes to Mr. Halliwell himself, as he was anxious to get it. Thus all the great editions go back to the place they came from. Twenty years hence Halliwell's edition will sell for $1,000."

Thirty-Six Books Called Worth While

New York Public Library Selects a Shelf of Literature

THE New York Public Library has issued a list of thirty-six books, not a list of classics, not including all the great masterpieces of literature as some of the greatest books in the world—the Bible and Shakespeare, for example—were excluded at the start, "because everybody is supposed to know about them"; but a list compiled at the request of a news syndicate, which asked for the names of "thirty-six good books which a man or a woman might read as a winter program of self-development." Following is the list which was furnished in answer to the request:

"Kim," by Kipling.
"The Return of the Native," by Hardy.
"The Call of the Wild," by London.
"Adventures of Huckleberry Finn," by Mark Twain.
"Tono-Bungay," by Wells.
"The House of Seven Gables," by Hawthorne.
"The Rise of Silas Lapham," by Howells.
"Tales," by Poe.
"The Cloister and the Hearth," by Reade.
"Island Nights' Enchantments," by Stevenson.
"Vanity Fair," by Thackeray.
"A Tale of Two Cities," by Dickens.
"Leaves of Grass," by Whitman.
"The Golden Treasury of Songs and Lyrics," compiled by Palgrave.
"Verse," inclusive edition, 1885-1918, by Kipling.
"The New Poetry," an anthology, by Monroe and Henderson.
"Discovery of America," by Fiske. Two volumes.
"France and England in North America," by Parkman. Eight volumes.
"History of the United States from the Compromise of 1850," by Rhodes. Eight volumes.
"The American Commonwealth," by Bryce.
"Life and Lettres of Lord Macaulay," by Trevelyan. Two volumes.
"Life of Benjamin Franklin," by himself.
"Life of Johnson," by Boswell.
"Life of Benvenuto Cellini," by himself, translated by Symonds.
"Mark Twain," a biography, by Paine. Three volumes.
"Letters to His Children," by Roosevelt.
"Walden," or "Life in the Woods," by Thoreau.
"The Book of a Naturalist," by W. H. Hudson.
"Alice's Adventures in Wonderland," by Carroll.
"Dissertations by Mr. Dooley," by Dunne.
"Rudder Grange," by Stockton.

"The Wind in the Willows," by Grahame.
"Interpretations of Literature," by Hearn.
"Essays," by Emerson.
"Essays of Elia," by Lamb.
"Three Plays for Puritans," by Shaw.

The number, thirty-six, says the Library, has no special sgnificance but was the figure set by the syndicate. And it is not a list of the thirty-six "best" books. Nobody can say which are the thirty-six "best" or the hundred "best" books. It depends on the purpose of the books—"best" for what? Nor is this a "well balanced" list; it is heavily weighted on certain sides, the Library authorities say.

American history, for instance, is the only history dealt with. And in no way can it be called a list of classics. While some of the books have stood the test of time, others are products of recent years. But each, it is emphasized, is a good representative of its class. "The authors succeeded in the tasks they set themselves," is the way the Library puts it. The great aim has been to include interesting, live reading in various fields.

The Mlle. de Maupin Case

AN interesting question has just been settled by a decision of the Appellate Division of the Supreme Court, First Department, handed down on December 24th. This involves the status of the well-known book "Mlle. de Maupin," by Gautier. In November, 1917, this book was on sale at the store of McDevitt-Wilson's, Inc., 30 Church Street, and the New York Society for the Suppression of Vice, thru John S. Sumner, its agent and secretary, obtained a warrant for the arrest of one Raymond D. Halsey, who was a salesman in the said store, and who, it was claimed by Mr. Sumner, had on a previous occasion sold him a copy of this work. The basis of the arrest was that the book was sold in violation of Section 1141 of the Penal Law.

Thereafter such proceedings were had in the Magistrate's Court and in the Court of Special Sessions that after trial in the latter court Halsey was promply acquitted.

Action was thereafter brought by Halsey, thru his attorneys, Valentine & Chichester, against the Society for damages based on malicious prosecution by the said Society. The action was tried in April, 1919, before Mr. Justice Wagner of the Supreme Court, who held as a matter of law that the book did not violate the statute and that Sumner did not have probable cause at the time of the arrest to believe that Halsey had committed a crime by selling it, and, the matter being submitted to the jury, it promptly awarded a verdict in Mr. Halsey's favor.

Upon appeal to the Appellate Division, that court reversed the judgment, but only upon the ground that the trial court had committed error in not submitting the book to the jury and leaving it for them to say, as a question of fact, whether the book violated the statute and whether Sumner had probably cause to believe that it did, at the time he made the arrest.

The action came back for a re-trial before Justice McAvoy of the Supreme Court last May, and the matter being submitted to the jury, in accordance with the decision of the Appellate Division, they promptly found a verdict in plaintiff's favor, holding that the book did not violate the statute and that Sumner had no cause to believe that it did, and assessing damages, therefore, in the sum of $2,500.

The Society again appealed to the Appellate Division, and the decision handed down on December 24th holds that the said book does not come within the provisions of Section 1141 of the Penal Law which prohibits the publication, sale and distribution of books, etc., of an obscene character.

It is, of course, obvious to anyone familiar with the book in question and this class of literature, that the Penal Law was not enacted to bar books having the merit of this book from general circulation and sale, and it should be gratifying to the book-trade generally that there is now authority and a court decision to that effect.

A Paris Book Week

ALL of France that is in any way connected with the business of making and distributing books admits that the French book-trade is facing a grave crisis. There has been, of course, a tendency among the various branches of the industry to lay the blame on someone else. The authors said "By their unfair treatment of us the publishers are killing French literature." The booksellers said "The publishers take away all our profits." The publishers said "It is the paper merchants who take away ours." And the paper merchants said "The Scandinavians are threatening our business with destruction." Lately there has been a pretty general tendency among all the other branches of the book-trade to lay all the blame upon the paper manufacturers. And indeed it would seem as tho there were cause for this when 3 francs has to be paid for the paper used in a 7 franc book, and when the paper manufacturers are even now clamoring that they need additional import duties to protect them from failure. It is aptly suggested by a French publisher that it might be better if they did perish, leaving the publishers to buy all their paper outside the country, than that they should make the whole book-trade suffer for their sakes.

About the middle of November, however, an attempt was made to study the whole subject by holding a week's conference at which all branches of the book-trade were represented—writers, typographers, booksellers, publishers, printers, binders, even the iniquitous paper manufacturers. Out of the lively discussions which took place each day of this "Semaine du Livre," or Book-week, came two motions from Georges Valois which were passed unanimously. The first had to do with the paper question: it authorized the creation of a permanent paper commission to be put under the charge of the state as represented by the ministers of Commerce, Public Instruction, Foreign Affairs, and Finance, and to be composed of delegates from the paper manufacturers, the pulp manufacturers, printers, publishers, journalists, magazine editors and authors.

The second motion authorized the formation of a permanent commission comprised of publishers, printers and binders to study methods of technical perfection which should lessen the manufacturing cost of books. The unanimity of the vote on both these measures seems to augur well for the good intentions of all concerned.

It is to be hoped that the results of the Book-week may provide a remedy for the existing evils.

National Thrift Week

A VERY large campaign of publicity has been launched by various interested organizations, including banks, insurance, real estate men and others, to push the thrift idea in every section of the country. This campaign centers on a thrift week beginning on Franklin's birthday, January 17th. There are many books on thrift that the dealer might well put forward at this time, some of these being listed as below in a list prepared by the Detroit Public Library:

THRIFT

Atwood, "How to Get Ahead." *Bobbs.*
Bowsfield. "How Boys and Girls Can Earn Money." *Forbes.*
Brookman, "Family Expense Account." *Heath.*
Carleton, "One Way Out." *Grosset.*
Clay, "Sound Investing." *Moody Magazine and Book Co.*
Escher, "Practical Investing." *Bankers' Pub.*
Fowler, "How to Save Money." *McClurg.*
Hall, "Thrift." *Huebsch.*
Harrison, "Thrift."
Kirkpatrick, "The Use of Money," *Bobbs.*
MacGregor, "The Book of Thrift." *Funk & W.*
"Talks on Thrift." *Bankers' Pub.*
Pritchard and Turkington, "Stories of Thrift for Young Americans." *Scribner.*
Richardson, "Adventures in Thrift." *Bobbs.*

HOME ECONOMY

Birge, "True Food Values and Their Low Costs." *Sully.*
Brewster, "The Nutrition of a Household." *Houghton.*
Bruère, "Increasing Home Efficiency." *Macmillan.*
Child, "The Efficient Kitchen." *McBride.*
Croy, "1,000 Shorter Ways Around the House." *Putnam.*
Farmer, "A B C of Home Saving." *Harper.*
Nesbitt, "Low Cost Cooking." *Am. Sch. of Home Economics.*
Rose, "Feeding the Family." *Macmillan.*
Wiley, "1,001 Tests of Foods." *Hearst's Int. Library.*

Unknown to Americans

IT is a common habit among us to believe that Englishmen are very slow to recognize writers and to expect to find English reviewers and writers unfamiliar with names currently known in this country. The other side of this situation is shown in a London letter from St. John Ervine, printed in the New York *Evening Post.*

Speaking of Vachel Lindsay, he says: "Vachel Lindsay is now back in Springfield, Ill. I think he enjoyed himself over here. He certainly created much excitement among those who are interested in poetry, and not all of it was favorable to him. Most of it was. It is impossible to listen to him reciting his work without being aware of something deeply-felt and rough and violent and beautiful, and many who came to laugh remained to admire.

"I am amazed at the real ignorance of Americans whom one meets over here concerning American writers. I lunched one day with a lovely and charming American lady, and she begged me to tell her, if I could, the name of a writer whom she had heard John Drinkwater praise during a visit to his house. She could not remember the name of this writer, and she had been ashamed to ask Drinkwater for particulars of him because this would reveal her ignorance. After many efforts to recall his name she gave up the attempt, and then I said, 'Was his name Vachel Lindsay?' to which she replied, 'Oh, yes! That was it. Who was he?' I then informed her with much precision that Vachel Lindsay is a remarkable American poet—a countryman of hers—and invited her to come and hear him recite on the following evening. During my stay in New York I found many people there very familiar with the names, if not with the works, of English writers who were totally unaware of even the names of some of the more meritable American writers whose work is quite well-known over here. Rum, isn't it?"

A CAMBRIDGE magazine summed up the effect of Vachel Lindsay in England "And those who came to scoff remained to sway."

Another Analysis of Retailing Cost

THE Bureau of Business Research of Harvard University, whose investigations into business statistics and methods have been so valuable to merchants, has just published a bulletin on the "Operating Expenses in Retail Drug Stores in 1919." These statistics show that the lowest expense given by any store was 17.7%, and the highest 42.9%; the average was 27.6%. The figures as printed below give valuable opportunity for a retailer to compare them with his own figures.

There are, of course, many points at which it would not be possible to make an accurate comparison with the bookstore. In the important item of rent, for instance, altho a drug store occupies almost always the most expensive corner, it obtains from its location, by keeping open evenings and Sundays, a really lower percentage cost than a bookstore can obtain. This is shown in the figure of 2.8% for rental. There would also be a much lower delivery expense, as almost all items from a drug store are carried, and, because the business is principally cash, a smaller item for bad debts.

As is recommended by business accountants, freight and express on incoming goods is not included in expenses, but added to merchandise cost, so a bookseller will have to bear in mind that if his average discount is 36%, and his cost of freight and express to his store average 2%, he will, if the cost of doing business runs to 28% or 30%, have a net margin of 4% to 6%. This drug store budget shows an item for depreciation of store equipment, but none for depreciation of stock, which is often estimated at about 2% in a bookstore.

In order to make comparison possible, an estimate of bookstore figures is placed with this report, these figures being based on recent estimates from retailers, but are not substantiated on any wide range of questioning as are the figures for the drug stores, given by the Harvard Bureau.

OPERATING EXPENSES IN RETAIL DRUG STORES IN 1919, COLLECTED BY THE BUREAU OF BUSINESS RESEARCH, HARVARD UNIVERSITY.

NET SALES=100 PER CENT.

	OPERATING EXPENSES OF			
	DRUG STORES			BOOKSTORES
	Lowest	Highest	Common	
Wages of Salesforce	7.0%	20.8%	12.0%	8.
Advertising	0.04	4.0	0.7	2.
Boxes, Wrappings and Other Selling Expense	0.1	2.4	0.6	.5
Total Selling Expense	8.5	22.5	13.3	10.5
Delivery Expense		3.8	0.1	2.2
Buying, Management and Office Salaries	0.6	10.9	3.6	3.5
Office Supplies, Postage & Other Management Expense	0.1	1.5	0.3	1.3
Total Buying and Management Expense	0.7	10.9	3.9	7.
Rent	0.8	11.0	2.8	5.
Heat, Light and Power	0.2	2.4	0.8	.4
Taxes (except on buildings, income & profits)	0.03	2.2	0.4	.4
Insurance (except on buildings)	0.1	1.4	0.4	.4
Repairs of Store Equipment	0.03	4.1	0.2	.2
Depreciation of Store Equipment	0.1	2.7	0.6	.5
Total Interest	1.1	11.8	3.1	2.
Total Fixed Charges and Upkeep Expense	4.3	16.5	8.5	9.
Miscellaneous Expense	0.1	3.7	1.5	1.
Losses from Bad Debts		2.4	0.3	.5
Depreciation on Stock				2.
Total Expense	17.7	42.9	27.6	30.

The Years Fluctuations in Exchange

WHEN the year 1920 opened it was very generally felt that foreign exchange, which had suffered such wide fluctuations, would probably steady itself during the year as the European countries settled down to production. It has, however, been a year of great ups and downs, and almost all the rates of exchange show a marked recession from the levels of a year ago. These have become so marked as to become a practical prohibition against Europe's buying any of our books, and even in Canada the dealers must pay about 15 per cent differential on account of the exchange, whereas a year ago it was not more than half of that amount. The publishing business in this country is only to a very slight extent an export business, so that the variations in exchange are not as serious in effect as they are to other lines of merchandise, but at the same time America looks forward to larger export relations in this field, and the cutting off of trade not only sets back this possible development, but it is also a disadvantage to the nation itself in that it prevents American thought and ideas from reaching other countries. The levels in the last week in December compared to a year ago are as follows:

		To-Day	Year Ago
Great Britain	Par $4.86 per sov.	3.53	3.82
France	Par 19.3 cents per franc	5.93	9.46
Italy	Par 19.3 cents per lira	3.42	7.68
Germany	Par 23.8 cents per mark	1.40	2.10
Holland	Par 40.2 c. per florin	31.375	37.625
Spain	Par 19.3 c. per peseta	12.95	19.45
Switzerland	Par 19.3 c. per franc	15.25	18.11
China (Hongkong)	Cents per silver dollar	56.35	96.50
China (Peking)	Cents per tael	79.00	180.00
China (Shanghai)	Cents per tael	73.00	169.00
Japan	Par 49.8 c. per yen	48.875	50.50
Canada	Par 100 c. per Canadian dollar Demand	84.6	92.9

Pilgrim Libraries

A COLUMNIST in the Philadelphia *North American* has hit upon one aspect of the Pilgrim year which deserves comment in book-trade circles. "The Pilgrim fathers," he points out, "brought with them a notable number of good books, considering the small space at their disposal on the Mayflower. Miles Standish, for example, had fifty volumes and of thirty-seven pioneers, the inventory of whose estates is preserved in old records, only four were worth more than $1,000, but none had less than $5 worth of books and eleven had more than $25 worth. Elder Brewster had a library of 400 volumes, and Governor Bradford had eighty books on his shelves. The Rev. John Harvard, whose monument is the great university that bears his name, had a library of 300 volumes."

The writer goes on to point out that in view of the fact that the average family in the United States buys about two books a year, this historical data is both interesting and incriminating.

"If we bought more good books and went to fewer bad movies, we'd not only have a far better time, but also equip ourselves for happier and more useful living. Each family should buy at least one good book a month. These books should be read and passed around. In every home there should be a Bible and a set of Shakespeare, and on these as a foundation should be built up an interesting, helpful little library. No investment pays higher dividends and none is more dependable."

Chesterton Arrives

GILBERT K. CHESTERTON, who sailed from Liverpool on January 1, is to arrive in New York to-day. Chesterton is accompanied by his wife, and his first lecture is to be at the Times Square Theater on the subject of "The Ignorance of Educators." Other subjects that he will use on the tour are "Shall We Abolish the Inevitable?" and "Perils of Health." Mr. Chesterton has definitely announced that he will not write a book of American impressions.

The Atlantic Bookshelf

THE notable new books upon the *Atlantic Monthly* "Bookshelf" for January are:

The Outline of History, Being a Plain History of Life and Mankind, by H. G. Wells. *Macmillan.*

The Frontier in American History, by Frederick Jackson Turner. *Holt.*

The Americanization of Edward Bok. *Scribner.*

Margot Asquith: An Autobiography. *Doran.*

Shadow-Shapes: The Journal of a Wounded Woman, October, 1918-May, 1920, by Elizabeth Shepley Sergeant. *Houghton.*

Main Street: The Story of Carol Kennicott, by Sinclair Lewis. *Harcourt.*

Potterism, by Rose Macaulay. *Boni.*

German Book-Trade Organ

THE favorable result of the Frankfurt Book Exhibition has prompted the German Society for Foreign Book-trade in Leipzig to issue a special periodical, *Das Deutsche Buch,* in the interest of further extension of literary relations with foreign lands. It is their intention to bring out the first number in the latter part of December. The periodical will have a predominatingly bibliographical character in order to inform foreigners and especially Germans in foreign lands regarding the most important new works of German publishers. In the literary part, in addition to German writers, savants and artists, the most important of foreign authors will be noticed, in order to represent widely differing ideas.

J. C. SQUIRE, editor of the *London Mercury,* and author of several charming volumes of prose and poetry, is coming to America early next year.

How Would You Stock A Bookstore?

Articles Wanted from Booksellers' Assistants

For the best article of from 3 to 5 columns mailed in by January 25th

The Publishers' Weekly Will Pay $25.00

Subject: "If you were running a bookstore for yourself, what principles and methods would you follow in selecting and keeping up your stock of (1) Standard Books, (2) New Publications?"

Second awards will be given for especially meritorious articles.

Articles can be printed unsigned if the competitor so chooses.

The competition is open to anyone in any retail bookstore excepting only the owners or managers.

MAIL ANSWERS BY OR BEFORE JANUARY 25TH.

University School of Retailing

A PLAN has now been fully developed for opening in September a school of retailing as part of New York University under a plan made by Dean Norris Briscoe which calls for one million dollars endowment. This plan has been developed from experiments of the New York City Training School of Teachers of Retail Selling, which has been supported by the large department stores of New York and vicinity, and which also received a contribution from the American Booksellers' Association. This latter school was directed toward training those who could in turn teach retailing, but the new school calls for a much wider scope. There would be three main divisions: day courses, night courses and short courses. The day division is to be a graduate school, granting on completion of a two years' course the degree of Master of Science in Merchandising. The students will spend half the day in the class room and half in the store, and the whole month of December and summer vacation full time in stores. The training will prepare not only retail merchants, but buyers' assistants, executives' assistants, advertising managers, advertising writers, etc. Each course will have an advisory committee chosen from experts in that particular field. Mr. B. W. Huebsch has been actively interested in this movement from its inception, and it was thru his interest that the Booksellers' Association subscribed.

Barse & Hopkins Move

IN order to take care of expansion of business, Barse & Hopkins will shortly remove from their present quarters, 28 West 23rd Street, New York, to Newark, N. J. Their present offices occupying the entire top floor have housed their printing and binding plant, stock room, sales room and general offices for the past five years. The new building in Newark will provide twice the amount of floor space and give room for still further expansion. It is a four-story structure, 21-39 Division Street, and near Broad, and within a stone's throw of the Lacakwanna Station and freight yards. The building has been purchased by Barse & Hopkins, and Charles E. Graham & Co., acting conjointly, who are now sole owners, holding it as the Quinby Building, Incorporated. Barse & Hopkins will occupy the top floor, Charles E. Graham & Co. will be located on the second floor, and the remaining two floors will be sublet. Each floor represents a space of about 34,000 square feet. It will be occupied about February 1st.

New York offices will also be maintained by Barse & Hopkins, at 23-25 East 26th Street. These will be confined to sales and sample rooms, and editorial department; all other offices being housed in the Newark building. The New York headquarters will be opened early in January.

Camac Street

PHILADELPHIA has in Camac Street a landmark that other cities have often envied, a street near the heart of the business district so quiet and retired that the very spirit of the old Philadelphia is carried on; a street now lined with friendly club houses, to which business men and professional people can retreat for an hour or so at midday. Among the ten clubs that line the narrow lane is the Franklin Inn Club, where so many book-trade gatherings have been held, where publishers gather with author and artist for informal noon lunch.

These clubs are now to co-operate in still further preserving the old time atmosphere. Window boxes are to line both sides of the street, the old-fashioned hitching posts and lamp-posts are to be preserved and renewed, and at the entrance of the street from Walnut there is to be a bronze tablet, directing people to the clubs that are to be found there.

A CLEVER way to suggest the peculiar value of books in a boy's day was developed in a sign that was used in connection with an exhibit of Boy Scout books at Schwartz's Store in New York. This sign was connected up definitely with Boy Scout books. The same text changed to suit any boy's reading would be an admirable window card for any bookstore to keep in mind and try out.

> How Many Muscles in a Boy's Body?
> Some say 326, some go as high as 500, but anyhow—
> There is not *one* to keep him quiet.
> Stories of scouting, full of wholesome fun and adventure, are a boy's best friends and will keep him quiet.
> The organization most deeply interested in a boy's welfare—the Boy Scouts of America—endorses the books shown in this window.

French Book House Activities

A STATEMENT of general purposes and an outline of the Association's usefulness to the book-trade have just been issued by La Maison Du Livre Français in a circular that bears the general heading "The Barrier Against the Mounting Tide of Your Expenses." The Association now consists of 106 subscribing publishers and 533 booksellers, with 950 foreign correspondents. Its purposes as outlined in the circular are:

1. To centralize the book business and technical aids to bookselling.
2. To simplify relations between publishers and booksellers.
3. To facilitate the business of both publishers and booksellers, and thus to diminish their general expenses.

"Don't" the circular says, "work alone in sending orders, settling accounts, selecting books, receiving magazines, turning stock, going after out-of-the-way books, but apply to the French Book Headquarters, and avail yourselves of the services of the Commission, assembling and information. The Headquarters helps its clients to realize great economies, and soon it will help them to even greater sales."

Paper Maker Advertising Books

A NEW channel of publicity for books has been developed thru experiments of S. D. Warren Company in their full page copy that appears in standard magazines. Warren Company is one of the best known and largest of manufacturers of book paper. It has in recent copy been describing books that had successfully used its brand of paper, as for instance a full page in this month's magazine pictures a volume of Nelson's thin paper Poe, and, after describing the place of Poe in world literature, the text points out that the publisher's ability to put Poe into a compact form is due to his use of Warren's India paper that will run 1420 pages to the inch. "The three volumes of Poe," it goes on to say, "measure less than two inches in thickness. The publisher who prints his books on Warren papers thinks well of his reader's general taste, as well as his taste for reading." Such an advertisement giving valuable and expensive publicity to particular books is certainly a helpful thing for the publisher who is lucky enough to have his books featured.

GUSTAVUS T. KIRBY, of the American Art Galleries, has purchased two buildings on the east side of Madison Avenue, New York, between Fifty-sixth and Fifty-seventh Streets, and has added a dwelling at 57 East Fifty-seventh Street, which gives him a plot of 200 feet on the Avenue and 75 feet on Fifty-seventh Street, and 125 feet on Fifty-sixth Street. It is expected that the American Art Galleries, so long located on Twenty-third Street, and famous for years as the center of important book auctions, will in the near future occupy this property. This vicinity is near the Park Avenue location of the Anderson Galleries, and an admirable situation for a business of this character.

Tariff Revisions

THE Republican revision of the tariff laws will be started Jan. 6 by the House Ways and Means Committee. Schedule M, which consists of papers and books, comes up February 5 and 7.

> **The title page and Index for the Publishers' Weekly, Vol. 98 (July-December, 1920), will be mailed to any subscriber on application.**
> **R. R. BOWKER CO.**

In The Field of the Retailer

A UNIQUE BOOKCASE

New Use for Books

WHY is it," writes Dorothy Walsh, in the Chicago *Daily News,* that radiators seem always to occupy the nicest wall space in a room?" Then a solution is offered. The sketch above shows how the transformation takes place. The bookcase is built over the unsightly radiator, and the useless and unattractive part of the room is transformed into the reading corner, the most popular spot in the house. The heat from the radiator does not injure the books as it is directed out into the room instead of upward.

Why Not a Penny Sale?

A PECULIAR type of clearance sale has been developed very successfully in many stores, especially in some of the large chain drug stores. The idea is to have a sale of merchandise for a penny. The provisions of this sale are that any merchandise that formerly sold, for instance, for $1 can be now bought two for $1.01; $2 merchandise, two for $2.01. It seems to be invariably the case that people will stop and consider very carefully such a very marked reduction as this.

January is the time when much fiction that has failed to sell will be cleared out. Some of this will be worth no more than half price. Might it not be a good suggestion to sell this fiction for two volumes for $2.01 or two volumes for $2.05, if the odd penny savors too much of small merchant practice?

There are, of course, any number of 1920 novels that continue to have good selling value in 1921. Especially is this true in a year that has brought so many worth-while titles, but the dealer who promptly clears out books that have ceased to have good turnover value is always in better shape for the new offerings and keeps his counters in better trim to attract the public.

Decentralization

NOT so many years ago and up to rather recently, says *Printers' Ink,* the aim of merchants was to centralize, making the clerk as nearly automatic as possible and putting the service burden on an invisible system. Change was often made in a remote office, and in some stores merchandise shot thru the air in wire baskets to a central wrapping counter.

The plan had many obvious advantages. But it also had two big disadvantages: it slowed up service and it destroyed the feeling of personal service. It gave the small store with direct service a big advantage over the big store. For, after all, people do like to pick up an article, have it wrapped up right then and there, put down their money and walk out with the bundle.

And so of late a distinct reaction seems to be taking place. The big stores have started to decentralize their service. Bundles are wrapped right behind the counter, and in many cases change is now being made by the salesperson at the counter. The big store is breaking up into a large number of little personal service stores again. Not because it wants to, but because the public insists on better, quicker service.

Among the Publishers

THERE IS a rumor that Albert Einstein, author of "Relativity" (Holt) has been learning English, and will lecture in America this spring.

"COMRADES OF THE DESERT" by Ruth Thompson, is a story for boys, with the scenes laid in the west, and it is published by a western publisher, Harr Wagner, in San Francisco.

LOUISE CLOSSER HALE, author of "An American's London" recently published by the Harpers, is playing the part of Mrs. Bett in the dramatization of Zona Gale's novel, "Miss Lulu Bett" which opened at the Belmont theater, New York, recently.

MARY AUGUSTA AUSTEN-LEIGH'S "Personal Aspects of Jane Austen" draws a charming picture of Jane Austen's home life and corrects many current errors about Jane Austen, such as the oft-repeated, "lived aside from the world" "narrow experience." The book (Dutton) is delightfully illustrated.

THE FOURTH volume in the annual College Anthologies published by the Stratford Company, "The Poets of the Future—A College Anthology for 1918-20," has just made its appearance. Poetry lovers need not approach it with scornful condescension; there is much in the volume to enjoy, and as an institution to encourage young poets in America the annual volumes deserve encouragement.

A NEW ADDITION to *The Century Books of Useful Science* is "The New Stone Age" by Harrison E. Howe of the National Research Council. The book is written in non-technical language. The author points out that we moderns would find it quite possible to surpass the pyramids of old if there were now any market for pyramids. Pitman also has a new book called "Reinforced Concrete" including the New Standard Notation of the Concrete Institute. It is the work of W. Noble Twelvetrees, past president of the Society of Engineers.

JOSEPH A. MOSHER'S new book, "The Effective Speaking Voice" attempts, the author says in its preface, to embody certain convictions derived from the writer's experience during the past twelve years in teaching oral expression. Dr. Mosher is Assistant Professor of Public Speaking in the College of the City of New York. The special feature of the volume is the combination of principles with classified selections for practical application. (Macmillan.)

DOUBLEDAY, PAGE announces that "The Great Pearl Secret" the last novel which C. N. and A. M. Williamson finished before Mr. Williamson's death will appear on January 21.

ALFRED A. KNOPF has just reissued W. Somerset Maughan's "The Land of the Blessed Virgin" under the new title, "Andalusia."

ROBERT CORTES HOLLIDAY, in his latest book, "Men and Books and Cities" (Doran) offered an "affectionately inscribed copy" of his "Walking Stick Papers" to anyone who would return his lost copy of Hilaire Belloc's "The Path to Rome." The offer contained a "no questions asked" clause. A gentleman living in Columbia, Pa., has just claimed the reward.

"THE CALL TO UNITY" is the book title of the Bedell Lectures for 1919, delivered at Kenyon College, May 24 and 25, 1920, by William T. Manning, rector of Trinity Church, New York. (Macmillan.)

"FOUNDATIONS OF FEMINISM," by Avrom Barnett, presents the original theory that women possess a superior variability to men, that is to say, their possibilities for attaining genius are greater. He summarizes what has been learned of the effects upon women of their entrance into the business and industrial world, stressing the relation of the women movement and the broader aspects of economic re-adjustment in the labor field (McBride).

"GRAPHIC ARTS," by Joseph Pennell, and "Modern Tendencies in Sculptures," by Lorado Taft, originally announced for November publication, will not be issued until the latter part of January by the University of Chicago Press. These two volumes in the Scammon Lectures are being published for the Art Institute of Chicago, which announces that the rigid requirements of the art work necessitate the postponement. Notice of the definite date of publication will be furnished later.

IN THE INTRODUCTION to Amy Murray's "Father Allan's Island," Padraic Colum writes, "Lately we have been hearing a great deal about Islands otherwhere—Islands in tropic seas, where there are fruits and fragrance and flower-girdled girls. Miss Murray brings us to an Island at the other side of all this—

Where many's the sowing of storms,
Where few are the sowing of seeds.

And amongst a people who have it in them to awaken in us all that is heroic and austere. It is this shore, "trod by no tropic feet," that still holds the visions and the music, and the memories of lovers and saints and rovers of an honour-keeping race. (Harcourt.)

Obituary Notes

ARTHUR J. BOWDEN, a well-known authority on rare book values, died in New York on January 4th. He was born in England in 1864 and came to New York in 1889 on an engagement with Dodd, Mead & Company, when they conducted a retail department of their business at Broadway and Eighth Street. He was at various times associated with John J. Mitchell, George D. Smith and George H. Richmond. At one period after the death of Mr. Richmond, he conducted for the Richmond estate a bookshop at 19 East Forty-fifth Street. His bibliographical knowledge was admittedly prodigious, and in the trade he ranked as one of the very few outstanding authorities on editions and values.

Communications

A Prophet Without Honor

5253 Germantown Ave., Philadelphia.
Dec 28, 1920.

Editor, PUBLISHERS' WEEKLY:

I wonder if a recent experience of mine would throw any light on the problem of why booksellers are not millionaires. The only bad thing about this story is that it sounds like a lie. Actually the facts are as stated, and are not exaggerated in the least. In fact, they are genuinely conservative, and showed me something about which I have been thinking considerably ever since.

Just before Christmas I heard a friend express a desire to read the Autobiography of Benjamin Franklin. I went down town next day to buy him a copy.

Starting in the center of things, I stopped at a big general store. Was told that they usually carried it, but that it was out of stock. Tried to sell me a fine edition of some heavy six volume biography of Franklin.

At the next store in the line of march, a girl looked wildly at me, then turned to shelf, After a long look she said: "All the autobiographies are there, and I don't find his. Are you *quite* sure he wrote one?"

Next store: "Out of stock."

Another department store: Wait. Wait. Wait. Then—"We don't seem to have it. I am sure, tho, you can find an illustrated juvenile edition among the children's Christmas books." That was rather too much, and I demanded to see the buyer or head of department. Lofty lady looked down on me frigidly and heard my request. "No, we don't have it. Nobody ever asks for it, and it will probably be years before I hear of it again. There are only one or two editions of it. Yes, there *is* an illustrated children's edition in boards."

At a bookstore. Long searching. Then a charming lady told me: "We don't have the Autobiography, but here is Bruce's Biography, and you will find it *so much* better."

Further down the street: Long searching. "I *know* we have it in many editions, but things are so confused at holiday time that I can't seem to locate it. Sorry."

Another large bookstore: Tall, beautiful young man. "What can I find for you?" . . . No, we wouldn't have *that.*" "But why?" "Oh, we *wouldn't.*"

Then I exploded and informed the youth that I had been in that store to buy books six times recently, and not once did I get what I wanted. He elevated his eye-brows and said: "That is too bad. We have a very large stock, and carry *everything* worth while."

I have not yet succeeded in buying poor Ben.

Sincerely yours,
JOHN W. IRWIN.

Importers Lament

Covington, Kentucky,
January 1, 1921.

Editor, PUBLISHERS' WEEKLY:

In your number for December 18, you refer to the complaints of English dealers that during the last three months there is a strange falling off in American orders. If the experience of other American dealers is the same as mine the reason is not far to seek.

I advertised in the PUBLISHERS' WEEKLY for books in my line. The line is a "narrow" one. In due time I began to receive reports from English booksellers. Hardly anything was offered me, except the flotsam and jetsam. The prices quoted me were from 50 to 100 per cent more than I offer to sell at and pay postage. Bohn Library Books which were five shilling books but I believe are now seven shillings, sixpence new, were quoted me second-hand at 7/6. This was typical of the lists and reports generally. Possibly they have the idea that America is rich and will pay any price for anything. What has been the experience of other American dealers?

Respectfully,
WILL H. LYONS,
Importer and dealer in Chess,
Checker and Whist Books.

THE ANNUAL DINNER of the Women's National Book Association will be held at the Hotel Brevoort, Fifth Avenue and 8th Street, on Tuesday evening, January 25th at 7 p. m. Tickets are obtainable at the office of Belle Walker, c/o *Bookseller, Newsdealer and Stationer,* 156 Fifth Avenue, and are $3.50 each.

Business Notes

THE CONNECTION of Will D. Howe with the corporation of Harcourt, Brace and Howe, Inc., was terminated on January 1. The firm will continue without change of policy under the name of Harcourt, Brace and Company. The present officers are: Alfred Harcourt, President and Secretary; Donald C. Brace, Vice-President and Treasurer; J. E. Spingarn, Vice-President.

LONDON.—Stanley Unwin has acquired a controlling interest in The Swarthmore Press, Ltd., of 72 Oxford St., London, and joined the board as Managing Director. The sale and distribution of the Swarthmore Press publications (other than the periodicals and Hymn Books) will in future be effected by George Allen & Unwin, Ltd.

THE WEEKLY RECORD OF NEW PUBLICATIONS

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth. Imprint date is stated [or best available date, preferably copyright date, in brackets] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo; 10cm.); sq., obl., nar., designate square, oblong, narrow.

Aristotle

The works of Aristotle; tr. in English under the editorship of W. D. Ross; new sections of v. X; Oeconomica tr. by E. S. Forster; Atheniensium republica tr. by F. G. Kenyon; in one part. N. Y., Oxford Univ. Press pap. $2.25

Bailey, Carolyn Sherwin

The enchanted bugle; and other stories. 32 p. D (Instructor literature ser.) c. '20 Dansville, N. Y., F. A. Owen Pub. Co. pap. 7 c.; 12 c.

Baketel, Oliver S., ed.

The Methodist year book; 1921. 340 p. pors. D N. Y. and Cin., Methodist Bk. Concern pap. 50 c.

Barr, Martin W., and Maloney, E. F.

Types of mental defectives. 200 p. il. O [c. '20] Phil., P. Blakiston's Sons & Co., 1012 Walnut St. $3 n.

Barnett, Avrom

Foundations of feminism; a critique. 345 p. (11½ p. bibl.) D c. N. Y., Robert M. McBride & Co., 7 West 16th St. $2.50 n.

Partial contents: Biological foundations; Sex and feminism; Sex differences as a basis for sex spheres; Labor and motherhood.

Benziger Brothers

Benziger's advanced geography for the use of Catholic schools; new, rev. ed. 230 p. il. col. maps Q '20 c. '11-'20 N. Y., Benziger Bros. $1.75 n.

Benziger's elementary geography for Catholic schools; new, rev. ed. 135 p. il. col. maps Q '20 c. '09-'20 N. Y., Benziger Bros. 85 c. n.

Bernhardt, Joshua

Government control of the sugar industry in the United States; an account of the work of the United States Food Administration and the United States Sugar Equalization Board, inc. 10+272 p. D [c. '20] N. Y., Macmillan $2.50 n.

Partial contents: "Mobilization" of the sugar industry by the sugar division of the Food Administration; Reimposition of war-time restrictions; The contracts between the producers or refiners and the U. S. Government. The author is sugar statistician, U. S. Food Administration.

Blatt, Heiman Kimmel, comp.

Sons of men; Evansville's [Ind.] war record. 316+18 p. front. pors. O [c. '20] Evansville, Ind., Abe P. Madison $3.85

Bottone, A. E. R.

How to manage the dynamo; a handbook for engineers, electric light engineers, and electro-platers; 6th ed., rev. by C. Sylvester. 77 p. il. pls. tabs. (part fold.) diagrs. (part fold.) S N. Y., Isaac Pitman & Sons, 2 W. 45th St. 65 c.

Bailey, John

Poetry and commonplace. 24 p. O (British Academy Warton lecture on English poetry) N. Y., Oxford Univ. Press pap. 70 c.

Baruch, Bernard Mannes

Address [by author] at the re-union of the members of the War Industries Board; Washington, D. C., December 10, 1920. 7 p. O N. Y., [Author], 15 E. 49th St. pap. gratis

Putting farming on a modern business basis; being a copy of a letter to the Secretary of the Kansas State Board of Agriculture. [December 3rd, 1920.] 10 p. O N. Y., [Author], 15 E. 49th St. pap. gratis

Berachya, Hanakdan

Dodi ve-nechdi [Uncle and nephew]; the work now ed. from mss. at Munich and Oxford; with an English tr., introd., etc., to which is added the first English tr. from the Latin of Adelard of Bath's Quaestiones naturales by Hermann Gollancz. 22+220 p. O N. Y., Oxford Univ. Press $9.45 n.

Berkeley, Comyns, and Bonney, Victor

The difficulties and emergencies of obstetric practice. 3rd ed., rev. 12+809 p. il. O [c. '20] Phil., P. Blakiston's Son & Co., 1012 Walnut St. $11 n.

Bowley, Arthur L.

The change in the distribution of the national income, 1880-1913. 27 p. O N. Y., Oxford Univ. Press pap. 90 c.

British Museum

Miniatures of the life of St. Cuthbert; from a late 12th century mss. executed at Durham Cathedral Priory; 15 pictorial post-cards in envelope. S N. Y., Oxford Univ. Press 50 c.

Brown, C. J.

Catalogue of coins in the Provincial Museum, Lucknow; coins of the Mughal emperors. 2 v.; v. 1, Prefaces and plates; v. 2, Catalogue; published for the United Provinces Government. 90; 468 p. pls. map O N. Y., Oxford Univ. Press $22.50 n.

Bousfield, Paul
The elements of practical psycho-analysis. 276 p. O N. Y., Dutton $5 n.
The author is physician to the London Neurological Clinic.

Bumpus, Thomas Francis
The cathedrals of Central Italy. 5+320 p. front. pls. D N. Y., Dutton $3 n.
Published in 1911 by James Pott.
The cathedrals and churches of Rome and Southern Italy. 7+295 p. front. pls. D N. Y., Dutton $3 n.
Published in 1912 by James Pott.

Cabell, James Branch
The cords of vanity; a comedy of shirking; with an introd. by Wilson Follett. 15+330 p. D '20 c. '09-'20 N. Y., McBride & Co. $2 n.
Published in 1909 by Doubleday.

Camp, James McIntyre, and Francis, C. B.
The making, shaping and treating of steel. 38+614 p. il. maps tabs. diagrs. D c. '20 Pittsburgh, Pa., J. M. Camp, Carnegie Steel Co. $5

Chancellor, Edwin Beresford
The XVIIIth century in London; an account of its social life and arts. 271 p. col. front. pls. Q N. Y., Scribner $12 n.
Partial contents: The social life of the period; Street topography; Clubs, coffee-houses and taverns; The churches; Architectural relics of the period. The book is illustrated from photographs and old prints.

Coleridge, Samuel Taylor
Coleridge's The rime of the ancient mariner, and other poems; with introd., notes and an appendix by Louise Pound. 144 p. front. (por.) S (Lippincott's classics, v. 4) c. '20 Phil., J. B. Lippincott Co., 227 South 6th St. 80 c. n.

Colson, Elizabeth
A first primary book in religion. 260 p. (3½ p. bibl.) front. music D (The Abingdon religious educ. texts) [c. '20] N. Y. and Cin., The Abingdon Press $1.75 n.
Plans for work in the primary classes of the Sunday school.

Copaux, H., and Leffmann, Henry
Introduction to general chemistry. 10+195 p. il. O [c. '20] Phil., Blakiston $2 n.

Coward, Thomas Alfred
The birds of the British Isles and their eggs; 2nd ser., comprising families anatidae to tetraonidae; with 213 accurately colored il., reproduced from Lilford's work. 384 p. pls. S (Wayside and woodland ser.) N. Y., Frederick Warne & Co., 26 East 22nd St. $5 n.

Cradock, Mrs. H. C.
Peggy's twins; with 10 il. in col. and line by Honor C. Appleton. 62 p. pls. O N. Y., Macmillan $2.50 n.
A story for children.

Creighton, James Edwin
An introductory logic; 4th ed., rev. with the addition of new problems and examples. 16+502 p. D '20 c. '98-'20 N. Y., Macmillan $2.10 n.

Crawford, Leonidas W.
Vocations within the Church. 211 p. tabs. D (The Abingdon religious educ. texts) [c. '20] N. Y. and Cin., The Abingdon Press $1.25 n.
Partial contents: The measure of a vocation; The ministry of preaching; The medical ministry of the church; The church a publisher; Social ministry in foreign fields.

Cushman, Mrs. Emma Crow
Shadows in the glass. [verse] 7+22 p. D c. '20 Bost., Christopher Pub. House, 1140 Columbus Ave. priv. pr.

Davis, Edward Everett
The 20th century rural school. 6+242 p. D c. '20 Indianapolis, Ind., The Bobbs-Merrill Co. ,11 E. Vermont St. $1.75

Davis, Franklyn Pierre, ed.
Anthology of newspaper verse for 1919; and a year book of newspaper poetry. 162 p. D [c. '20] Enid, Okla., The Frank P. Davis Co. bds. $2 n.
Poems gathered from the newspapers of the United States.

Densmore, Hiram Delos
Laboratory and field exercises for general botany. 8+199 p. il. D c. '20 Bost., Ginn & Co., 15 Ashburton Pl. 84 c. n.

Dow, Grove Samuel
Introduction to the principles of sociology; a text-book for colleges and universities. 505 p. (10 p. bibl.) O c. '20 Waco, Tex., Baylor Univ. Press $2.75 n.

Dudden, Frederick Homes
The dead and the living, and other sermons. 7+120 p. D N. Y., Longmans, Green $1.75 n.

Duffield, Kenneth Graham
The little puppy that wanted to know too much. 63 p. col. il. S (Wee book ser.) [c. '20] Phil., Altemus bds. 50 c.

Edgerly, Webster [Shaftesbury, Edmund, pseud.]
The goal of creation; a constructive course in human progress within the temple of great achievements. 464 p. O c. '20 Hopewell, N. J., Ralston Health Club $25

Byrd, William
Sacerdotes Domini [Then did priests make offering]; motet for four voices; ed. with an English text by R. R. Terry. 4 p. music O (Carnegie collection of early English music) N. Y., Oxford Univ. Press pap. 15 c.

Church, A. H.
Elementary notes on the morphology of fungi. 30 p. O (Botanical memoirs, no. 7) N. Y., Oxford Univ. Press pap. 90 c.

Coan, Clarence Arthur
Southlumberland's yule-tide; a practical community Christmas masque on traditional lines; in one act. 45 p. D [c. '20] N. Y., S. French, 28 W. 38th St. pap. 50 c.

Feist, Bertha E.
Grunty Grunts and Smiley Smile indoors; with il. [in col.] by M. P. Brater. 62 p. S (Wee book ser.) [c. '20] Phil., Altemus bds. 50 c.

Ferris, Anita Brockway, comp.
Missionary program material for use with boys and girls. 7+97 p. D c. '20 N. Y., Interchurch Press, 45 W. 18th St. $1

French, Alfred Llewellyn
A farmer's musings; poems. 103 p. front. (por.) D c. '20 Cascade, Va., [Author] $1.50 n.
Verses of nature, humor and sentiment.

Freshfield, Douglas William, and Montagnier, Henry F.
The life of Horace Benedict de Saussure. 12+479 p. front. (por.) pls. pors. maps (endpapers) O N. Y., Longmans, Green $8.50 n.
The biography of the Swiss geologist who was best known to the public as the climber of Mount Blanc.

Fuller, Henry Corbin
The qualitative analysis of medicinal preparations. 2nd ed., rewritten. 8+191 p. O [c. '12-'20] N. Y., John Wiley & Sons, 432 Fourth Ave. $2.25 n.

George, Vincent C.
Advanced shop drawing. 137 p. il. O [c. '20] N. Y., McGraw-Hill Bk. Co., 239 W. 39th St. $1.60 n.
Published in both loose-leaf and book form.

Gorki, Maxim, pseud. [Peishkov, Alekseii Maksimovich]
A night's lodging; scenes from Russian life in 4 acts; tr. from the Russian by Edwin Hopkins. 143 p. D (Contemporary dramatists ser.) Bost., The Four Seas Co., 188 Dartmouth St. $1.50 n.
Previously published under title "Submerged."

Grandgent, Charles Hall
Old and new; sundry papers. [The 2nd, 4th, 5th and 6th papers have been previously published.] 3+177 p. D [c. '20] Cambridge, Mass., Harvard Univ. Press $1.50 n.

Grey, Zane
The mysterious rider; a novel; il. by Frank B. Hoffman. 335 p. front. pls. D [c. '21] N. Y., Harper $2 n.
The story of a terrible gun fighter who mysteriously appears at one of the ranches among the hills of Colorado.

Grundy, G. B., ed.
Murray's small classical atlas. 2nd ed. various paging col. maps F N. Y., Oxford Univ. Press $3.75 n.

H., M. C.
Little bunnie bunniekin; a tale for wee folk; with numerous il. in color from original drawings. 62 p. S (Little bunnie bunnikin ser.) [c. '20] Phil., Altemus bds. 50 c.

Little mousie mousiekin; a tale for wee folks; with numerous il. in color from original drawings. 62 p. S (Little bunnie bunniekin ser.) [c. '20] Phil., Altemus bds. 50 c.

Hacker, John G.
Catholic hymnal; a collection of standard Catholic hymns thoroughly revised and intended chiefly for the use of Catholic colleges, academies and schools. 4+348 p. music S c. N. Y., Schwartz, Kirwin & Fauss, 42 Barclay St. 75 c. n.

Haggard, Sir Henry Rider
She and Allan. 392 p. col. front. D '21 c. '19-'21 N. Y., Longmans, Green $2.25 n.
A continuation of two of the author's former novels, with new light thrown upon "She."

Hall, Trowbridge
California trails; intimate guide to the old missions; the story of the California missions. 242 p. front. pls. O c. '20 N. Y., Macmillan $5 n.
The story of the roads, the country, people and folk lore connected with the mission country.

Hamor, William Allen, and Padgett, Fred Warde
The technical examination of crude petroleum, petroleum products and natural gas. 591 p. il. O [c. '20] N. Y., McGraw-Hill $6 n.

Hatt. William Kendrick, and Voss, Walter C.
Concrete work; v. 1; a book to aid the self-development of workers in concrete, and for students of engineering. 19+451 p. il. pls. O c. N. Y., Wiley $4 n.
This work will be complete in two volumes.

Hendryx, James Beardsley
Prairie flowers. 313 p. D c. '20 N. Y., Putnam $1.90 n.
A story of western ranch life, in which Tex Benton, the hero of "The Texan," reappears.

Edmunds, Albert Joseph
The ghost-story attested by Peter and Paul that inspired the Christian religion; tr. from the oldest manuscripts, Greek, Syriac and Armenian. 8 p. Q (Tracts, 1915-1920) Phil., Innes & Sons, 129 North 12th St. bds. $1 n.

Elliot, Robert Henry
Tropical ophthalmology. 23+525 p. col. pls. il. O N. Y., Oxford Univ. Press $12.50 n.

English Assn.
A reference library; English language and literature. 34 p. O (Pamphlet no. 46) N. Y., Oxford Univ. Press. pap. $1.15 n.

Goudy, Henry
Address on law reform; Imperial Law School, Ministry of Justice; codification; delivered at Gray's Inn by kind permission of the benchers on July 3, 1919. 24 p. O N. Y., Oxford Univ. Press pap. 45 c.

Grattius, F.
Gratti cynegeticon quae supersunt; cum prolegomenis, notis criticis, commentario, exegetico; edit P. J. Enk; pars prior, prolegomena et textum continens; pars altera; commentarium continens. [An old Latin work on hunting.] 153 p. O N. Y., Oxford Univ. Press $7.20 n.

Hoffman, William Stanislaus
Richard Haddon; a romance of old Fort Crawford. 291 p. front. D [c. '20] Bost., Stratford Co. $1.90 n.
The story of an Indian uprising in the North.

Hollingworth, Harry Levi
The psychology of functional neuroses. 13+259 p. D c. '20 N. Y., Appleton $2 n.

Holman, Louis Arthur
Arthur William Heintzelman, etcher; an appreciation of the man and his work; with an authoritative list of his etchings. 32 p. front. pls. D (Goodspeed's monographs, no. 1) [c. '20] Bost., Charles E. Goodspeed & Co. pap. 25 c.
Sears Gallagher's etchings of Boston; with notes on the man; and a complete list of his etched work. 27 p. front. (por.) pls. D (Goodspeed's monographs, no. 2) [c. '20] Bost., C. E. Goodspeed & Co. pap. 25 c.

Howard, Russell
Surgical nursing and the principles of surgery for nurses. 4th ed. 16+320 p. front. pls. il. D N. Y., Longmans, Green $2.75 n.

Huneker, James Gibbons
Painted veils. 320 p. O c. '20 N. Y., Boni & Liveright, 105 West 40th St. bds. $10 [1200 signed copies] priv. pr.

Huntington, Ellsworth, and Cushing, S. W.
Principles of human geography. 14+430 p. il. pls. O c. '20 N. Y., Wiley $3.50 n.

Jameson, Storm
The happy highways. 306 p. D c. '20 N. Y., Century Co. $2 n.
A story of youth's revolt against convention.

Jones, T. H., and Frier, J. D.
Aeroplane structural design; a book for designers, draughtsmen and students. 12+267 p. front. diagrs. tabs. (part fold.) charts O N. Y., Pitman $7.50 n.

Joyce, Patrick Weston
An illustrated history of Ireland. 16+531 p. col. front. pors. il. fold. map S N. Y., Longmans, Green $2.50 n.
A new edition, which was formerly published under the title "A Child's History of Ireland."

Kelly, Alfred Davenport
The cultus of the sacramental presence in the eucharist and in the reserved sacrament. 10+146 p. D N. Y., Macmillan $2.40 n.

Kilner, Walter John
The human atmosphere; the aura. 7+300 p. il. diagrs. O N. Y., Dutton $5 n.
Partial contents: The aura of healthy persons; Optical problems; The effect of different forces upon the aura; Complementary colours; The use of the complementary coloured bands in disease.

Langfield, Herbert Sidney
The aesthetic attitude. 11+287 p. pls. il. O c. '20 N. Y., Harcourt, B. & H. bds. $3.50 n.
Patial contents: The science of beauty and ugliness; Unity and imagination; Balance and proportion; The art impulse.

Lawrence, David Herbert
Women in love. 536 p. O c. '20 N. Y., T. Seltzer [priv. pr.] $15 [1250 copies]

Lefevre, Felicite
The cock, the mouse and the little red hen; an old tale retold; with 30 il. in color from original drawings by J. L. G. 64 p. T (Wee book ser.) [c. '20] Phil., Altemus bds. 50 c.

Lockhart, Luther Bynum
American lubricants from the standpoint of the consumer. 2nd ed., rev. and enl. 341 p. il. tabs. diagrs. O Easton, Pa., The Chemical Pub. Co. $4

Lunn, Arnold Henry Moore
Cross-country ski-ing; with diagrs. and 8 illustrations. 118 p. front. pls. tabs. D N. Y., Dutton $2 n.
Instructions for proper equipment, how to ski, uphill and straight running, and the etiquette of the game.

McClelland, Marion
Kaleema. 292 p. front. D c. N. Y., Century Co. $2 n.
The love story of a young star with a theatrical company, which was making one-night-stands.

McDowall, Stewart Andrew
Beauty and the beast; an essay in evolutionary aesthetic. 92 p. D N. Y., Macmillan bds. $3 n.

Masefield, John, and others
Ruskin, the prophet; and other centenary studies: ed. by J. Howard Whitehouse. 157 p. O N. Y., Dutton $3.50 n.
Partial contents: "Ruskin and Plato" by Dean Inge; "Ruskin as political economist" by J. A. Hobson; "Ruskin and Shakespeare" by F. A. Dale; "Some memories of Ruskin' 'by H. W. Nevinson.

Hogarth, D. G.
Hittite seals; with particular reference to the Ashmolean collection. 12+108 p. il. pls. O N. Y., Oxford Univ. Press $33 n.

Howe, Reginald Heber
Manual of the *Odonata* of New England. 102 p. il. maps fold. pls. O (Memoir no. 2) Concord, Mass., Thoreau Museum of Natural History, Middlesex School pap. $1.25

Hutchinson, Crete
In cloudland; Mayview Park, Blowing Rock, North Carolina. il. plan fold. pls. O [c. '20] Wash., D. C., Judd & Detweiler pap. $1

Jones, H. Lewis
Medical electricity; rev. and ed. by Lullum Wood Bathurst. 8th ed. 175 p. il. O [c. '20] Phil., Blakiston $6 n.

Library of Congress
Report of the Librarian of Congress; and report of the Superintendent of the library building and grounds; for the fiscal year ending June 30, 1920. 231 p. front. tabs. plans O Wash., D. C., Gov. Pr. Off., Supt. of Doc. 25 c.

MacNeal, Ward J.
Pathogenic micro-organisms; a text-book of microbiology for physicians and students of medicine; based upon William's bacteriology. 2nd ed., rev. and enl. 20+488 p. il. fold. charts D [c. '20] Phil., Blakiston $4 n.

May, Mark Arthur
A syllabus of psychology. no paging O c. '20 Syracuse, N. Y., The University Bk. Store pap. $1.10 n.

Merriam, Charles Edward
American political ideas; studies in the development of American political thought; 1865-1917. 475 p. D [c. '20] N. Y., Macmillan $2.75 n.
Partial contents: Typical interpretations of democracy; The consent of the governed; Internationalism, pacifism, militarism; Government and liberty; Political ideas in American literature. The author is professor of political science, University of Chicago.

Morris, Charles
An elementary history of the United States; Pennsylvania ed. 11+380 p. il. pls. maps D Phil., J. B. Lippincott Co., 227 South 6th St. 68 c. n.

Moss, James Alfred, and Howland, Harry S.
Chateau-Thierry; an American shrine; [with original drawings by Pierre Desbois.] 34 p. il. pls. O [c. '20] Menasha, Wis., Geo. Banta Pub. Co. pap. $1.25 n.
The story of the battlefields in the vicinity of Chateau-Thierry, which were occupied by the Americans.

Murray, Amy
Father Allan's island; with a foreword by Padraic Colum. 10+240 p. music D [c. '20] N. Y., Harcourt, B. & H. $2.50 n.
The story of Eriskay, an island at the extreme north end of Scotland, of which Father Allan was pastor. There are about thirty representative folk songs, with music.

National Conference of Social Work
Proceedings of the National Conference of Social Work; at the 47th annual session held in New Orleans, La., April 14-21, 1920. 5+524 p. front. (por.) O [c. '20] Chic., Univ. of Chicago Press $3.50 n.

Parrott, Retta
Library windows. [verse] 61 p. front. pls. D [c. '20] San Francisco, Cal., Harr Wagner bds. $1.50 n.
Twenty-six sonnets of the city of Sacramento, which show the principal changes of the seasons as observed thru the windows of the City Library by the reference librarian.

Perry, Ralph Barton, comp.
Annotated bibliography of the writings of William James. 69 p. O N. Y., Longmans, Green $2.25 n.
Compiler is professor of philosophy, Harvard University.

Phillimore, John
Motor road transport for commercial purposes; liquid fuel, steam, electricity; introd. by Sir Henry P. Maybury. 15+212 p. pls. tabs. (part fold.) O N. Y., Pitman $4.60 n.
A guide for those who intend adopting mechanical traction methods.

Pitzman, Marsh
The fundamentals of human anatomy; including its borderland districts, from the viewpoint of a practitioner. 3+356 p. il. O c. '20 St. Louis, Mo., C. V. Mosby Co., Grand Ave. and Olive St. $4 n.

Pryde, Anthony
Jenny Essenden. 308 p. D c. N. Y., McBride Co. $2 n.
A romance in which there is a battle of wits, with the other woman.

Radhakrishnan, Sarvepalli
The reign of religion in contemporary philosophy. 12+461 p. O (Mysore Univ. studies) N. Y., Macmillan $4.50 n.
Partial contents: Science, religion and philosophy; The philosophy of Professor James Ward; M. Bergson and absolute idealism; Pragmatism; The new idealism of Rudolf Eucken; The new realism of Mr. Bertrand Russell. The author is professor of philosophy, University of Mysore.

Ravi-Booth, Vincent
Why do the good suffer?; a meditation suggested by the Book of Job. 51 p. D (Library of religious thought) [c. '20] Bost., Badger $1.50 n.
A discussion of the maladjustment between character and circumstance.

Schwartz, Isidore Adolphe
Commercial French; practical course in foreign trade correspondence and commercial reading. 9+330 p. D c. '20 N. Y., Harcourt, B. & H. $1.60 n.

Secrist, Horace
Readings and problems in statistical methods. 427 p. tabs. D [c. '20] N. Y., Macmillan $2.75 n.
Partial contents: Sources and collection of statistical data; Diagrammatic and graphic presentation; Principles of index number making and using; Comparison-correlation.

Selden, Frank Henry
Mechanical science in education; [articles written for *The American school board journal*, 1909; and republished in 1910 under the title Manual training.] 149 p. front. (por.) D (Mechanical science ser.) c. '20 Valley City, N. D., The Maudslay Press $1.25 n.

Madison, James
The debates in the federal convention of 1787 which framed the Constitution of the United States of America; reported by James Madison; ed. by Gaillard Hunt and James Brown Scott. 97+731 p. O Wash., D. C., Carnegie Endowment for Internat. Peace gratis

Oxford University Press
Europe, 1919; supplementary pamphlet to the Oxford geographies. 8 p. map O N. Y., Oxford Univ. Press pap. 15 c.

Patterson, Stuart H.
A bank catechism. 45 p. S [c. '20] N. Y., Guaranty Trust Co. of New York, 140 B'way pap. gratis

Pearson, John W.
Employee stock ownership plans of American corporations. 42 p. O Cleveland, O., [Author], 1871 East 97th St. pap. $10

Reinlein, Fred
A study in humbugology. 51 p. S (Circular no. 159, July 1, 1920) [c. '20] Portland, Ore., [Author], 1751 Derby St. $5

Selders, Adelbert
Children's stories. 84 p. front. (por.) D c. '20 Albemarle, N. C., Piedmont Herald apply

Shakespeare, William
A midsummer-night's dream; ed. by Clarence Stratton. 116 p. front. (por.) S (Lippincott's classics) c. '20 Phil., Lippincott Co. 80 c. n.

Slosson, May Preston
From a quiet garden; lyrics in prose and verse. 112 p. D N. Y., Brentano's bds. $2 n.
Verses of love, nature and the family.

Smith, Albert J.
Applied graphology; a textbook on character analysis from handwriting; for practical use of the expert, the student, and the layman; arranged in form for ready reference to which is added an appendix containing a Complete compilation of the qualifications, traits, habits, and propensities of individuals; with definitions and graphological interpretations; il. with over 300 specimens. 8+197 p. O [c. '20] N. Y., Gregg Pub. Co. $2.60 n.

Smith, Alice Mary, ed.
Short plays by representative authors. 318 p. D [c. '20] N. Y., Macmillan $1.80
Thirteen modern plays by Jeannette Marks, John Masefield, Constance Maekay, Lady Gregory, Alfred Sutro and other writers.

Stars and Stripes (The)
Buddies; a sequel to Yanks: a book of verse; decorations by Wallgren. 77 p. il. D Wash., D. C., Eastern Supply Co., 302 Albee Bldg. pap. 50 c.
A collection of post-war verse of men who served with the A. E. F.

Stewart, Alfred Walter
Recent advances in organic chemistry; with an introd. by J. Norman Collie. 4th ed. 16+359 p. diagrs. charts (part fold.) O N. Y., Longmans, Green $7.50 n.

Stuart, Graham Henry
French foreign policy; from Fashoda to Serajevo; 1898-1914. 12+392 p. (8 p. bibl.) D '21 c. '20 N. Y., Century Co. $3 n.
A study of the relation of France with Turkey, Morocco, Germany, Italy and her neighbors. The author is instruetor in political sciencee, University of Wiseonsin.

Sutermeister, Edwin
Chemistry of pulp and paper making. 7+479 p. il. pls. O c. '20 N. Y., Wiley $6 n.

Tennyson, Alfred Tennyson, Lord
Tennyson's Idylls of the king; with notes and introd. by Willis H. Wilcox. 183 p. front. (por.) S (Lippincott's classics, v. 3) c. '20 Phil., Lippincott Co. 80 c. n.

Thompson, Ruth
Comrades of the desert; a story for boys. 175 p. front. D [c. '20] San Francisco, Cal., Harr Wagner Pub. Co. $1.45
The story of four boys who worked out in the desert in order to earn money enough to attend the Los Angeles High School.

Tout, Thomas Frederick
The captivity and death of Edward of Carnarvon; reprinted from The bull. of the John Rylands library, v. 6, no. 1, 1920. 50 p. O N. Y., Longmans, Green pap. 80 c. n.

Tucker, James Irwin
Contracts in engineering; interpretation and writing—commercial agreements. 2nd ed., rev. and enl. 331 p. il. O [c. '10-'20] N. Y., McGraw-Hill $4 n.

Twelvetrees, Walter Noble
A treatise on reinforced concrete; including the new standard notation of the Concrete Institute; with a foreword on Standard notation for engineering formulae by E. Fiander Etchells. 40+264 p. tabs. (part fold.) il. diagrs. O N. Y., Pitman $7.50 n.
A book of referenee for architects, builders, engineers, surveyors and students who use the British standard.

Vulté, Hermann Theodore, and Vanderbilt, Sadie Bird
Food industries; an elementary textbook on the production and manufacture of staple foods, designed for use in high schools and colleges. 3rd ed. 10+325 p. il. O [c. '20] Easton, Pa., The Chemical Pub. Co. $4

Wentz, Abdel Ross
History of the Evangelical Lutheran synod of Maryland of the United Lutheran church of America; 1820-1920; together with a brief sketch of each congregation of the synod and biographies of the living sons of the synod in the ministry, ed. by the author. 641 p. il. pors. O Harrisburg, Pa., Evangelical Press $2.25 n.

Wood, George Arthur
William Shirley; Governor of Massachusetts, 1741-1756; a history. v. 1. 433 p. (10½ p. bibl.) O (Studies in hist., economics and public law, v. 92, whole no. 209) N. Y., Longmans, Green $5 n.

Society for Pure English
Preliminary announeement; with list of members, 1919. 15 p. D (Tract no. 1) N. Y., Oxford Univ. Press pap. 45 c. n.

Stroud, Alonzo Bibb
The Strouds; a colonial family of English descent. 263 p. pls. pors. coats of arms O c. Lakeland, Fla., Child Printery priv. pr.

Warren, S. D., Company
Better paper—better printing; Warren's library text; with examples of early and modern type faces. 6 v. 32 p. front. il. faesms. O Bost., S. D. Warren Co. gratis

Wilson, Ulysses Grant
Mammy's chillun; and other poems; some bits of humor and truth gathered at first-hand from among my people. 14 p. D c. Harrisonburg, Va., [Author] pap. 40c.

The Publishers' Weekly

62 West 45th Street, New York

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Higher rates for the Summer Reading, Educational Number and Christmas Bookshelf, and *for the monthly* Book Review *supplement sections.*

Advertising copy must reach us Monday noon—earlier if proof is desired out-of-town. Forms close Wednesday night.

Under the headings of "BOOKS WANTED" *and* "BOOKS FOR SALE" *subscribers are charged* 15c *a line (no charge for address); non-subscribers* 20c *a line, address extra. Bills for this service will be rendered monthly. Objectionable books are excluded as far as they are noted.*

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] *after their firm name. The appearance of advertisements in this column, or elsewhere in the* WEEKLY *does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.*

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY *is not responsible for errors. Parties with whom there is no account must pay in advance.*

Under "HELP WANTED" or for other small undisplayed advertisements, the charge is 20 cents a nonpareil line. No reduction for repeated matter. Count seven words to the line.

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A Recipe for Successful Advertising

Ellmore C. Patterson of the Cosmopolitan Magazine, in a recent interview, thus sums up his experience both as a buyer of publicity and as a seller of service.

"Then 'Collier's' came into my life and I changed seats with the buyer and became seller of advertising. My biggest asset was the fact that I had spent my own money successfully and I was in a position to advise others to do likewise. And I could tell why. During sixteen years of my activities with 'Collier's,' I never knew of an advertiser failing if he had an article of merit, properly merchandized and had nerve enough to exploit it in the printed page."

In the publishing field "an article of merit" is a new book that has the publishers' absolute confidence; "properly merchandized" is the thoro distribution of sales copies before publication; "nerve to exploit" is buying liberal publicity in the most effective trade journals and consumers periodicals.

January 8, 1921.

The Publishers' Weekly

Rare Books, Autographs and Prints

THE latest priced catalogs received from London indicate that prices are holding up remarkably well.

A copy of the first issue of the Gutenberg Bible, badly mutilated by having its initials cut out, recently brought $13,750 at Sotheby's.

There will be an extraordinary lot of rare and interesting Americana sold in the auction rooms of this city during the next month.

It is not a good time to hold book sales during the week before Christmas; there are too many diversions. This has been shown many times before and the experience last month was no exception to the rule.

The manuscript of Holmes's "Professor at the Breakfast Table" recently brought $2,300 at the American Art Galleries. When the James R. Osgood autograph letters and manuscripts were purchased and catalogs by W. E. Benjamin this manuscript was sold for $300.

The drop in prices in the last two or three sales before the holidays does not necessarily indicate low prices for January. But dealers and collectors will find it for their interest to keep a close watch on the situation. It is quite likely that there may now be better opportunities than we have had for a long time.

A collection of Americana will be sold by Charles F. Heartman, in Rutland, January 13. The rarer items include Samuel Hopkins's "Historical Memoirs Relating to the Housatunnuk Indians," 1753; Cotton Mather's "Shaking Dispensations," Boston, 1715; the first issue of Franklin's "Way to Wealth," 1779; and Colonial tracts, tracts relating to the Constitution, the Stamp Act, the French and Indian War, Thomas Paine, broadsides, books relating to Canada, the early West and first editions of American authors.

The English tax gatherer is looking for new worlds to conquer. He is now considering a tax on auction sales, the idea being based upon the remarkable boom in the auction rooms in London and the smaller towns. The general opinion prevails that such a tax would be a disappointment in many ways. Attention has been called to the fact that much of the property put up at sale is that of estates already heavily taxed. Again in the case of books and pictures the tax would probably result in sending many consignments to America, where the market is a very favorable one. In the end the results would not warrant the confusion and derangement that would follow.

The business of the late Patrick F. Madigan will be continued at its present address and under its present name by his daughter, Miss Alice Madigan, who has virtually been in charge of it for the past year.

The book and print department of the American Art Association will begin its sales of the new year on January 24 and 25. Literary property of Mrs. Franklin Bartlett consisting of library sets and books on art and furniture, a collection of book plates gathered by the late Dr. Henry C. Eno, and the private library of George W. Thompson, of this city, consisting of fine editions of American, English and French authors will then be offered for sale. On January 31, a collection of Americana will be sold consisting of books, tracts, broadsides, manuscript journals, unpublished manuscript orderly books of the French and Indian War and the American Revolution; unpublished manuscript journals of voyages to California in United States frigates; notable items relating to land grants in New York and the West; rare California views, manuscripts and imprints; important documents relating to the estate of George Washington; early American engraved music and hymn books; tracts and books relating to Colonial history, French and Indian Wars, American Revolution, early West, Abraham Lincoln and a copy of the original edition of Audubon's "Birds of America."

Part III of selections from the purchases and stock of the late George D. Smith, sold by order of his estate, will be disposed of at the Anderson Galleries on January 20 and 21. This part contains many rare and fine books of a varied character. Two items of the highest association interest are Martha Washington's family Bible and George Washington's copy of Trumbull's "McFingal" with his autograph and book plate. The Martha Washington Bible is Oxford edition of 1783 and her autograph appears in three places. An item sure to attract wide attention is a complete copy of "The Dictes and Sayings of the Philosophers," printed by William Caxton at Westminster in 1477, the first book printed in England. Two other Caxton's are in this sale, "Virgilius," printed in 1490, and Vincent de Beauvais's "Mirror of the World," 1490. Both are slightly imperfect, but their rarity in any condition makes them among the most valuable books in early English literature. Other rarities include Milton's "Paradise Lost," first edition with the first title page, a large copy of the Kilmarnock edition of the "Poems" of Robert Burns, the first edition of Walton's "Angler," the first edition of Grimm's "Popular Stories" with Cruikshank plates, the Perkins-Jones copy of the first edition of Herrick's "Hesperides," the first edition of Spenser's "Faerie Queene," "Complaints" and "Colin Clout" and many rare first editions of the Victorian period. Of the manuscripts there is an unpublished poem by Nathan Hale, an unpublished play by Thackeray, the complete manuscript of Byron's "Sardanapalus," a transcription of "The Death of Little Nell" in Dickens's handwriting, and a number of original poems by Eugene Field.

There are many autograph letters of the greatest literary and historical interest, among which are General Greene's first account of Arnold's treason and an important letter written by John Paul Jones to Thomas Jefferson. These are only a few of many items of extraordinary interest and rarity.

Year after year the number of buyers in the book sales of this city who live at a distance continues to grow. Formerly it was the almost invariable custom for out-of-town buyers to send their bids to a dealer and pay him a commission for executing them. When John Anderson, Jr., entered the auction field some twenty years ago he executed the bids of buyers unable to be present at an "order" desk with such careful attention to details, good judgment, and scrupulous fairness that many took advantage of the service which he freely gave them and were well satisfied with the results. One of the largest collectors in this city once said, "I would sooner trust John Anderson with an order than any person I know." Mail orders, now such an important factor in auction sales, are largely due to his foresight and open and honorable methods. The question has been asked, "Is it reasonable to expect an auction house to look after the buyer when it is for the interest of the consignor and the auctioneer to get as much as possible for their consignments?" The answer is simple enough: all depends upon the auctioneer and his ideals. If the auctioneer is dishonest and has no regard for his business he is quite likely to pick your pocket if you give him an opportunity. But his career and business will be short lived. The influence of the example of John Anderson, Jr., still lives; he demonstrated that the quick and permanent way to real success was in good service and thoro honesty; consignor and buyer alike were safe in his hands. America has already produced the finest type and largest group of discriminating collectors in the world; and in many cases the buyer will become a seller. In the course of his collecting he will learn who can be trusted and his consignments will go to those in whom he has confidence. The far-sighted auctioneer, in faithfully serving his buyers, is preparing the way for profitable future consignments. After all, it is for the interest of the auction house to be honorable alike in its dealings with consignor and buyer. Upstarts, with confidence in their smartness, are quite likely to invade this field again, as they have in the past, but buyers should make them earn their confidence. The book auction business is in pretty good condition in this country and it has been steadily improving in recent years. It is for the interest of everybody—auction houses, collectors and the rare book trade—that the conduct of the business continue to be kept on as high a plane as possible.

F. M. H.

Auction Calendar

Thursday afternoon, January 13th, at 1 o'clock. Rare Americana. (No. 112; Items 277.) The Heartman Auction Co., 31½ Merchants' Row, Rutland, Vt.

Thursday and Friday evenings, January 20th and 21st, at 8:15 o'clock. Selections from the purchases and stock of the late George D. Smith. (Part 3, No. 1550; Items 344.) The Anderson Galleries.

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Hough, Story of the Outlaw.
Arnold, Sir Edwin, Works, 2 vols., Boston, 1893.
Dawes, Nix's Mate, about 1840.
Tomlinson, Sea and Jungle, first ed., 1912.
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E. M., care Publishers' Weekly [Cash]

The Magician, W. Somerset Mougham, Duffield, 1909.

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DODD, MEAD & COMPANY *Publishers since 1839* NEW YORK

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The Publishers' Weekly
FOUNDED BY F. LEYPOLDT

January 15, 1921

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."
—BACON.

Religious Book Week

THE idea embodied in the Religious Book Week, which will come in the week of March 13th, has found such prompt acceptance in the minds of all of those who studied the handling and distribution of books in this field that it seems an easy prophecy that this plan will achieve a wide success.

The selling of Bibles and religious books has always demanded individual attention and special care in the general store, and has reached its widest success in those stores that give complete attention to this field. A concerted study of the characteristics of religious book distribution and of the best methods of serving this public competently should help to give the year-round activity in this field considerable acceleration.

Some of the most notable sales totals in the book-trade history have belonged in this group. Booksellers who have acquired the habit of thinking of religious books as something beyond their field have been occasionally startled by the tremendous sales achieved by religious titles, a business which they might easily have had. Besides this, many in the trade have failed to realize that the kind of book that is currently sold in religious bookstores and departments has changed in the last twenty-five years, just as the kind of themes discussed in our churches has changed in twenty-five years. Ministers and laity are reading books not only on the themes formerly held to be the *only* themes for church discussion, but on the thousand and one practical applications of Christian principles to the social aims of our community.

In another way the selling of religious books is a peculiarly satisfactory one, and that is because the people who buy such books and become interested in some title become walking advertising agents for the bookstore, as they feel it their duty and privilege to urge everyone to go and buy the volume mentioned. Such word of mouth praise has built sales for scores of volumes.

The dealer in these books also finds that he has the quick co-operation of well-organized groups, such as the Ministers' Association, local Sunday School Association, Y. M. C. A., etc. This valuable help will be cheerfully offered to any bookseller who will approach this matter in the right way.

The Religious Book Week Committee has found enthusiastic response from the religious press, who are promising to carry special articles and editorials to get before their thousands of readers the importance of good reading in the home. This sort of co-operation will make the displays and publicity in March of much more value than would otherwise be possible.

The poster being prepared will be furnished by the Committee in quantities to those who will be willing to co-operate, and a booklet describing the possibilities in religious bookselling is being prepared.

Selling an Idea

THE Year-Round Bookselling plan, which has begun its activities with this month, has received such ready response from the dealers who have been first canvassed that it seems inevitable that there will be co-operation on the general idea as soon as the country is covered. Over 100 dealers had signed up when the first three days' mail had come in. The Committee has left this canvass to the travelers of the subscribing publishers, believing that the possibilities of year round bookselling under the plan outlined will be much more thoroly understood by the bookseller and his staff if it is explained by a person on the spot, rather than described in a multigraphed letter.

The principles that underlie the plan show sound and constructive thought. It emphasizes that books are of year-round interest to most people if they can be properly presented. It shows that reiterated emphasis on a good slogan such as "Buy A Book A Week" gradually sinks into the consciousness of wide areas of people with the result that local displays and repetition of the slogan get better response. It supports thoroly the idea of Children's Book Week, that the preparation at a central point

of good posters and display matter, applicable to all types of stores and different types of stocks, can be of great value in helping the bookseller give his store a progressive slant in his community. The group of publishers who have subscribed to this idea and thus made printing the posters, streamers and booklets possible will deserve the appreciative thanks of the retailers who put this material into active use.

Plans of the Booksellers' League

AT the January meeting of the Board of Directors of the Booksellers' League, a plan for an enlarged program was presented by the Committee, of which John A. Holden had been serving as chairman. It was the suggestion of this Committee that a special investigation should be made into the possibility of starting in New York a plan of home study of bookselling, this to be based, probably, on Miss Graham's lessons, but with care to make the plan systematically operative and with some form of checking up and recognition for those who carry thru such a course. The President of the League was authorized to form a committee to make a special study of this subject.

It was also voted to recommend that the League should consider organizing an informal athletic club for outdoor sports and baseball, with an annual outing for athletic events. The Secretary was also instructed to get in touch with groups in other cities where booksellers' leagues might not be already started, and to suggest to these groups the possibilities that lay in having such an organization, with a prospective national affiliation. Some of the cities considered for the organization of local leagues were: Baltimore, Washington, Boston, Detroit, Los Angeles, St. Louis, Cleveland, and Cincinnati.

McClurg Increase Capital

A. C. McCLURG & COMPANY whose capital has stood at $600,000 thru the recent period of rapid development, has just announced an increase to $1,500,000. This has been done by retiring $100,000 of their original stock and then declaring a 200% stock dividend on the remaining, which will give to those who are fortunate enough to own the original stock 3 shares in the enlarged company.

Such expansion at this time, when the trade in general is hesitating as to what will happen in the month ahead, is a fine sign of business optimism, and should mean that this firm has the highest confidence in the business conditions of the central west, with which they are in such close touch.

Author's Contract Decision

AN important decision on author contracts has just been rendered in London in the Court of Chancery. The case was one brought by the publisher, Erskine McDonald against Margaret L. Eyles and Cassell & Company. McDonald had published a successful novel for Mrs. Eyles, entitled "Margaret Protests," and they had an agreement with her that she should offer them her next three works. Thru the activities of a literary agent, Mr. Pinker, Mrs. Eyles had decided to give her next book, entitled "Captivity" to Cassell & Company, and, in order to cover her contract with McDonald & Company she offered to them a book of old short stories, a book on "The Working Woman" and a collection of verses which had already appeared in certain periodicals.

The Judge felt that the offering of these relics did not satisfy her obligations to Erskine McDonald and that Mrs. Eyles was bound to offer "Captivity" to them, and that Cassell & Company could not publish it until Erskine McDonald had refused the manuscript.

Booksellers' League

THE January dinner of the Booksellers' League will be held Tuesday evening, January 18, at the Brevoort Hotel, Fifth Avenue and Eighth Street.

Dinner Postponed

THE dinner of the Women's National Book Association, which was announced for Tuesday, January 25th, has been postponed until March. The regular meeting will be held as usual on Thursday evening, January 20th, at the Sunwise Turn, 53 East 44th Street.

A Resolution

AT the last meeting of the Publications Committee of the American Chamber of Commerce in London, the following resolution was passed: "That the Publications Committee be authorized to take action with a view to securing the signature of the United States to the Berne Copyright Convention, thus bringing American copyright laws into line with those of other civilized countries of the world."

Immigrant Exhibit

NEXT spring there will be an exhibit at Madison Square Garden designed to show the contribution that immigrants have made to America, stretching back to the beginning of our history.

The committee is headed by former Secretary Lane and John H. Finley. The Secretary has written this committee, asking that books be given special consideration in such an exhibit.

Honorary Bookselling Fellowship

AT the last convention of the American Booksellers' Association in Philadelphia, a proposal was brought forward that there should be established an Honorary Fellowship of American Booksellers under the auspices of the Association. The idea back of this suggestion was to provide some method for giving recognition to booksellers who had raised their standards to a commendable level.

For some years there has been discussion in the Association over possible plans to encourage better professional standards, but the method has not been easy to outline, because there could not be, as in the case of other occupations, recognition given because of certain definite preparatory work or exact business accomplishments. A few years ago it was proposed that the Association should adopt an emblem which a bookseller would be privileged to exhibit in his window or office if his business was conducted on a standard that should be set by some committee. This plan was difficult to carry thru on account of the impossibility of setting a standard. The present plan will enable the Association to gradually set its own standards of what good bookselling is merely by the direction of its members' votes in electing booksellers to the Honorary Fellowship.

The provision is that there shall not be more than five elected each year. This is somewhat based on the plan of the Hall of Fame, and it means that, while but five should be preferred in one year, the others who are proposed at that time can be brought up for nomination again on any succeeding year, and thus a body of names may be built up, into whose company it would be an increasing honor to be elected. There is at present provided no suggestion that this Fellowship should organize or have activities of its own, but it is planned that the Association shall prepare a suitably engrossed certificate to be presented to each one elected, and supposed there would be a natural pride felt by anyone in the trade at having been tendered this certificate by those who know what bookselling is, and this certificate might well adorn a business office or home.

The machinery for this is shown in the accompanying statement, issued by Frederic G. Melcher, who proposed the idea of the Fellowship to the Convention and who has been appointed by the President of the American Booksellers' Association as Chairman for this year's Fellowship Committee.

Any member of the book-trade, publishing or retail, new or second-hand or rare, is invited to send nominations from now until March 1st, these nominations to be accompanied by a brief account of the business career of the nominee and a statement of reasons justifying his nomination for the honor. On or after March 1st, the Committee will sift and arrange these nominations, so that the account of each nominee can be stated in the fewest number of words, and this list will then be submitted, before the 1st of April, to the members of the American Booksellers' Association, who will vote as to which five of those proposed shall be first indicted into the new Fellowship. The results of this election will be announced at the discretion of the Committee, but not later than the time of the annual convention.

It is provided that this machinery shall be set in operation each year at the same time, and that the Executive Committee of the Association shall have power to change the number to be elected each year on advice of the Fellowship Committee. Booksellers by thus honoring their fellow workers will, by succeeding votes, point out what the trade considers to be the standards of good bookselling, these standards not being restricted to any one field, but based on the nominee's knowledge and efficiency as judged by his friends. No special form is necessary for sending in these nominations, which the Committee will be glad to receive at the earliest possible time, but the general idea, as shown in the accompanying blank, should be followed out in these statements, and brevity is desirable.

American Booksellers' Association Established 1900

Provision for Honorary Fellowships by the Convention of 1920

An Honorary Fellowship of American Booksellers, under the auspices of the American Booksellers' Association, is now established for the purpose of enabling the Association to do honor to those booksellers whose standards of professional training and business practice reflect special credit on this calling.

There shall be not more than five elected to this Fellowship in any one year. Nominations may be made by any member of the book-trade during the months of January or February of each year, accompanied by information justifying the nominee's right to this honor. These nominations shall, before April first of that year, be submitted by the Committee in charge of Fellowships to a vote of the membership of the Association and the five receiving the highest number of votes shall be declared to be members for life of the Honorary Fellowship of American Booksellers.

The results of this vote shall be announced on or before the annual meeting of the Association.

There shall be no officers or separate organization provided for this Fellowship and those elected may or may not be members of the American Booksellers' Association.

Suitable certificates shall be inscribed and

presented by the Association to those thus elected.

Nominees who fail of election in any year may be presented for election any year thereafter.

The Executive Committee of the Association, on recommendation of the Fellowship Committee, has power to still further limit in any year, the number that can be elected at that time.

The Fellowship Committee shall consist of five members of the Association appointed annually by the President of the Association and of which he shall be a member *ex-officio*.

FREDERIC G. MELCHER,
Chairman 1920-21.

FORM SUGGESTED FOR NOMINATIONS
Committee on Honorary Fellowships
Frederic G. Melcher, Chairman,
No. 62 West 45th St., New York

Name of Nominee .....
Connected with .....
Address .....
Brief Account of Business Career:
.....
.....
Outstanding Characteristics of the Nominee's Bookselling Knowledge and Abilities:
.....
.....
Name of Sponsor:
Address
Date:

Publishers' Weekly Thru 50 Years

1872—1921

III.

THE business was originally carried on under the personal name of F. Leypoldt, and on his death it was continued under the title of Office of the Publishers' Weekly, or, in legal parlance for legal documents, "R. R. Bowker, trading as the Office of the Publishers' Weekly," Mrs. Leypoldt, as executrix of the Leypoldt estate, having leased to Mr. Bowker the other Leypoldt properties. The arrangement was a simple one, Mr. Bowker dividing the net profits on even terms with Mrs. Leypoldt until, as a profit-sharing system was developed, the members of the staff came in for a third proportion. The net profit for most of these years was, however, inconsiderable and quite inadequate to the work done and service performed. In 1911 the office was incorporated as the R. R. Bowker Co., as a precaution for the future, and with a working capital of $10,000, as an operating company only, leasing both the Bowker and Leypoldt properties on similar terms. In 1912 it was agreed that both properties should be purchased by the Company, which then became an owning as well as an operating concern with a capital of $50,000, increased in 1920 to $60,000.

The purchase of the two sets of properties was arranged in an unusual and interesting way. Mr. Bowker, Mrs. Leypoldt and three associates principally interested, each wrote on slips of paper a separate valuation of each of the publications to be purchased. These when brought together proved to be singularly close and the Company was capitalized to cover purchases on a valuation somewhat below the average of the five estimates. The Company has never undertaken to earn beyond 10% margin on its business, and its subscription and advertising rates have been made thruout within that limitation.

In 1909 the office suffered its greatest sorrow and loss since the death of its founder. Mr. Growoll, on his way to the office in December of that year, slipped on the sidewalk and hurt his knee. He was taken to the Emergency Hospital, where without proper preliminary examination, he was subjected to an operation, the result of which was a diabetic coma in which he passed away within a few days from the seemingly slight hurt. He was an example of that German industry which, combined with American enterprise, produces the best results, and his somewhat gruff manner scarcely concealed an affectionate disposition, which made him singularly beloved among all his associates of the trade. A Memorial Number of the PUBLISHERS' WEEKLY was issued December 25, 1909.

He was succeeded in 1910 by Fremont Rider, who had been associated with the B. W. Dodge Co. and had been conducting a monthly *Book Review* somewhat on the lines of the *Literary News*, which had been discontinued in 1904. It was expected that Mr. Rider's partner in this enterprise would assume its publication, but later it was taken over by the R. R. Bowker Co. and became a supplement to the PUBLISHERS' WEEKLY as well as an imprint publication.

The PUBLISHERS' WEEKLY and the periodicals in general had been printed downtown by the Kay Printing House, but an offer from Andrew H. Kellogg, who was removing his long-established printing business uptown, induced the removal in 1913 to joint quarters at 141 East Twenty-fifth Street, where the printing was done in the new Kellogg establishment. Mr. Rider became desirous of establishing a printing plant for the publications of the Company, which the Company, as such, preferred not to involve with its publishing business. It was arranged, however, that he should establish the Rider Press, and removal was made in 1914 to joint quarters at 241 West Thirty-seventh Street, where the PUBLISHERS' WEEKLY

remained in close association with the Rider Press for five years until its latest removal in 1919 to its present offices at 62 West Forty-fifth Street.

Mr. Rider continued his joint relations as managing editor and as director of the Press, but an inventive quality, second only to that of Mr. Leypoldt, which led him into personal publishing enterprises, necessitated concentration of his efforts, and he was succeeded in 1917 as managing editor by his right-hand associate, Robert S. Lynd, who made himself a creditable reputation with the book-trade, and resigned from the post to connect himself more directly with book publishing. Harry J. Simonson, coming from successful book relationship in a department store at Des Moines, brought a new quality of enterprise to the office for some few months, before he started to do his bit in the war as an associate in the Red Cross work in Paris.

In 1918, Frederic G. Melcher became vice-president of the Company and managing editor of the PUBLISHERS' WEEKLY. Mr. Melcher had had eighteen years of bookselling experience in the famous Lauriat Bookstore in Boston and was organizer and first president of the Boston Booksellers' League. From 1913 to 1918 he had been general manager of W. K. Stewart Co.'s Indianapolis store and served in various capacities in the American Booksellers' Association and as Vice-President of the Indiana Library Association.

Beside his work on the office publications, Mr. Melcher has found time to serve from 1919 to 1920 as secretary of the American Booksellers' Association and chairman of the committee that developed the Children's Book Week to its present proportions. During 1920 he served on the publishers' committee to organize the National Association of Book Publishers, of which he has become the executive secretary, depriving the office for the present of that much of his time and force which he is giving to the important work of developing the new association on sound and permanent lines

In 1919 the office suffered two losses which removed from it all the surviving associates of Mr. Leypoldt, with the exception of Mr. Bowker. W. A. Stewart had suffered a paralytic stroke during his summer vacation of 1918, after a period of depression which prophesied this culmination. He lingered many months in half consciousness. and died March 8, 1919. Mrs. Leypoldt had retired in 1914 from active work and lived the life of an invalid until her death, June 7, 1919, with the record of a woman of keen insight and business ability who had made herself the friend of all the employees of the office, the house mother, indeed, of the ladies of the staff.

On the editorial side, Mr. Melcher is directly assisted by Miss Mildred C. Smith, a graduate of Wellesley, whose work has done credit to her training. Miss Rebecca D. Moore, also a Wellesley graduate, is charged with the direct editing of the monthly *Book Review* and special numbers of the PUBLISHERS' WEEKLY, while Mr. Crone has the assistance of Miss Dorothy H. Knight (Smith College) in the preparation of *Books of the Month*. Miss Virginia S. Cowper, formerly of the bookselling department of John Wanamaker, has charge of the Weekly Record and its annotations of books. Miss Helen E. Haines, an early personal assistant of Mr. Bowker, became managing editor of the *Library Journal* for many years, and was succeeded by her sister and by Miss Florence A. Huxley, whose place, when she entered Red Cross service, was taken by Miss Eleanor ff. Duncan, the present managing editor of the library periodical.

The death of Mr. Stewart left a wide gap on the business side of the office, of which J. A. Holden has continued as business manager. Albert R. Crone had come to the aid of Mr. Stewart in the declining years which preceded his stroke, and has shown unusual development as publicity manager. Mr. Stewart's place as advertising representative has been taken by Louis C. Greene, whose experience as traveler and wide acquaintance in book-trade circles prepared him admirably for the work of this very specialized field, while Roscoe Brumbaugh represents the *Library Journal* in advertising relations. Armond Frasca, who came into the office as a lad, has won successive promotions, until he is now head bookkeeper and the willing and vigorous helper of all his associates.

Since the war, the PUBLISHERS' WEEKLY, as well as all periodicals and book publications has been obliged to face the new conditions resulting from the enormous rise in paper prices and in the wages of printers, so that old scales could no longer be adhered to. The difficulties which confront publishers are illustrated by the fact that the paper on which the PUBLISHERS' WEEKLY is printed, costing before the war, when one-fifth rag, 5½c. per lb., has increased in price to 8-8½c. in 1918-19, to 12c. in June 1920, and to 14½c. in Oct. 1920, or nearly treble the original cost for paper solely of chemical pulp. Printing costs per page have in the same period nearly doubled. It has not been practicable to increase either subscription or advertising rates on periodicals in proportion, and periodical publishers face very serious conditions with the new year.

The morale of the book-trade, as the PUBLISHERS' WEEKLY enters upon its fiftieth year, is better than ever before, in its determination to make out of 1921, with all its discouragements, a banner year for enterprise, in the belief that tho the results may be inadequate for the present, enterprise will lead to future results which will make present efforts worth while. Sharing heartily in this spirit, the PUBLISHERS' WEEKLY and its personnel plan to make this fiftieth year the most useful and the most productive of its half century, in the interest alike of publishers, booksellers and the book buying public, whose capacity as book buyers has yet to be developed to the extent which the great body of readers in this educated country should make possible.

BOOKS GIVE

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Inspiration
Knowledge
Power

ARE YOU GETTING YOUR SHARE?

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COSTS LESS

LASTS LONGER

AND MEANS MORE—

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BUY A BOOK A WEEK!

For Comfortable "Slipper" Evenings
BUY A BOOK A WEEK!

America's Making Told in Books
BUY A BOOK A WEEK!

IN THE FIRST SIX MONTHS OF THE YEAR ROUND BOOKSELLING PLAN

Books and Buyers

By Ruth Leigh

[Reprinted by permission from the Philadelphia *Public Ledger*.]

MR. EDGAR FARMER, proprietor of Farmer's Book Store in Lexington, leaned back heavily in his swivel chair, clasped plump hands before his rotund corporation and smiled good-naturedly at the keen, business-like young woman before him.

"I sent for you, Miss Young, because it seems to be kinda the style these days to have outside efficiency people coming in stores. I dunno that we need your services, but you said you are going to be near Lexington and you write such a darned snappy letter—well, I kinda thought we'd have you come in to look us over."

Ellen Young, trim and tweed suited, directed her level brown-eyed gaze at the fat man before her.

"I'm not an efficiency expert, Mr. Farmer. I'm a store doctor, quite a different occupation. I don't count the number of steps your clerks take, or unnecessary things like that. My work is practical. I'm going to study your store and increase your business for you about 40 per cent—that is, if you follow my suggestions. I'll stay here a week or two to get them started. You'll have to work out the rest."

"All right, sister, let 'er go. What's the first move?"

"Just leave it to me, will you, Mr. Farmer? Forget that I'm here for a few days? I'll introduce myself to your clerks as a newspaper writer who is working in the store to get material for an article so they won't understand my object here."

"Right-o." Mr. Farmer rose heavily and waddled before Ellen Young to the front of the store.

It was a big, deep store, about thirty feet wide, but it gave the impression of being narrower. There were bookshelves on either side and broad counters in front of them. No chairs were visible and customers in the store were lounging against the untidily piled tables, some leaning their elbows on the counters as they looked over different books.

In the front of the store a customer bent over a showcase trying to select a birthday card from the mass before her. Her black fabric gloves, obviously cheap, left gray smudges on the cards.

A tall, clean-cut young clerk, whom Ellen learned was Harry Bentley, patiently dogged the footsteps of an elderly female customer who apparently didn't know what she wanted. The other two clerks—Winters, a cheerful, untidy elderly man with spectacles and soup stains on his vest, and Miss Gibson, neat, severe, a former librarian—were doing their best to render unrequested assistance and advice.

All in all, the atmosphere of the store was busy, restless and successful. Certainly the cash register clinked often enough, confirming Mr. Farmer's proud boast: "Maybe we ain't got such a purty store, sister, but it makes money all right."

For three days Ellen hung around the store—studying, gazing, listening. She and young Bentley, an ex-soldier, who was taking a course in civil engineering, became good friends. Ellen enjoyed watching Bentley's efforts to serve a light-haired blue-eyed young customer, Wanda Breese, daughter of Lexington's leading lawyer and she noted with amusement Miss Breese's frequent visits to the store to buy fiction magazines. Young Bentley always hovered patiently about her, seeking encouragement in her impersonal baby stare.

One day Ellen remarked to Miss Gibson: "I see 'Madame X.' the motion picture is at the Empire Theater. Isn't there a book of this story?"

"Yes, indeed, we have it," and with an experienced forefinger Miss Gibson took the book from the shelf. "It's never been a good seller. We have a lot of 'em on hand."

Another time Ellen overheard a conversation between two customers:

"Why don't you get books for bridge prizes, Grace?"

"Oh, I'm always afraid I'll give ones that they've read."

"That's right. I hadn't thought of that."

Always at conversations, observations, sudden thoughts. Ellen Young made brief notations in her small memorandum book. Her presence was inconspicuous enough and attracted barely any attention. The clerks accepted her readily, discussing freely store matters that Ellen casually brought up.

About a week after her first visit Ellen entered Mr. Farmer's cubby-hole "Office" and sat down next to his desk, memorandum book in hand.

"Well, Mr. Farmer, I'm finished. I've come to make my report on your store."

The proprietor leaned back heavily, with a good-natured chuckle.

"Come on, then; shoot, sister. I'm keen to hear what you think of us."

"To begin with, Mr. Farmer, you've got a good store. That is, you've got an excellent location, the best bookstore in town, and you're making money."

"You bet! Don't need to tell me that. Stationery, magazines, greeting cards, books, novelties—say, no other store in Lexington can beat us on assortments."

"Yes, you've got a good business and you get all the business that Lexington offers," Ellen agreed. "But do you know you're losing a lot of business, too?"

A cloud crossed Mr. Farmer's rosy face.

"Huh? Hows that?"

"You're not doing 50 per cent of the business you could do, if you went after it."

"Oh, we advertise in the *Bugle*. Maybe I forgot to tell you, sister," with obvious relief.

"It's not that, Mr. Farmer. Your store has possibilities. It's the best and most progressive bookstore in Lexington. You have a population of 180,000, a big proportion of them potential customers. Yet I'll warrant, you don't sell more than 15 per cent of them. My point is this, Mr. Farmer: You're making money, but not all the money you could make if you went after business right. During my week here, I've been going over some thoughts about how your business could be increased, and—"

"C'm on, sister, let's have 'em, quick. We want all the business that's coming to us, all right."

"To begin with, Mr. Farmer," Ellen consulted her notebook. "Your store isn't laid out well. I notice that the front is always congested. That's because your magazine section, greeting cards, stationery and novelties are all at the front. It collects groups of people, when often the book department has just a few people in it."

"Hmm. Well, we can't change that very well. People passing in the street stop in for magazines—"

"A person who stops in for a magazine, Mr. Farmer, will buy it just as well at the back of the store as at the front. Now, my observation is this: Your store is all congested in one spot. Your space needs to be more evenly spread out and balanced. Now, I've drawn a store plan for you, Mr. Farmer." Ellen unfolded a sheet and laid it on the desk. The two bent over it.

"See, I've put your magazine section in the rear, right near the window, on the right side. Your stationery I've placed in the rear, at the left. The book department itself I've moved forward, so that it is practically in the middle and the front of the store, with the exception of your novelty and card counter, which is still at the front."

"B—but, what's the idea? This seems all right, but what advantage has it?"

"Look, Mr. Farmer," Ellen used her pencil as an indicator. "A person walks into your store. He wants a magazine to read at home tonight. It's raining, so he won't go out. Magazines in the rear of the store, he learns. On his way thru he sees a well-arranged table of popular fiction (I'll talk more about your tables later). He stops. Why, here's a book of detective stories, by an author whose name he recognizes. He examines the book a moment, then glances toward the back of the store. A magazine? Well, he'll buy a book for a change. More expensive, but a book, nevertheless."

"Um. That's an idea. Get customers to walk thru your book department? I see the point."

"Yes, that's it," Ellen nodded. "Your book department, after all, is your main feature. It affords your biggest profits. The question is, therefore, to get as many customers to visit it as possible. As it is now, all your tables are at the back of the store. Unless a customer deliberately walks back, he'd never see them. Now, then, your magazines and stationery counter are at the back. Customers who want these things will walk back and will pass thru your book department in doing it. I'll leave novelties in front because they demand display. People coming in the store must see them. Magazines and stationery, as a rule, sell by demand."

Ellen indicated the chart with her pencil.

"Now, do you see, Mr. Farmer, how much better your space is distributed? Your magazine and stationery group are at the back of the store. Your greeting card and novelty customers are at the front. In the middle, and the main part, are your book customers."

"Say, that's not a bad idea! Wouldn't be much trouble to move things around that way, just shift the counters, and the magazine rack," and Farmer nodded in agreement.

"Now, speaking of counters, brings up my next point, Mr. Farmer. Why do you have counters in a book store? You don't need them. They only take up unnecessary space and they're absolutely useless."

"Yes, but look at the stock they hold under the counter," Mr. Farmer interrupted in defense.

"What's the good of stock if your customers can't see it? I refer particularly to book stock which must be displayed. Here's my suggestion, Mr. Farmer: Why don't you dispense entirely with your counters? Your reserve stock can be kept on the shelves. Build the present ones you have higher to accommodate the extra stock. Mind you, however, only reserve stock in a bookstore should be on shelves. Of course, for extra books not frequently in demand the shelves are all right too. Forward stock, however, should be on tables in a bookstore. Customers seldom walk to shelves and scan the backs of books. They walk to tables and see the covers, particularly if they have attractive paper covers with pictures on them."

"That's true, I'm always telling Miss Gibson that. But darn her, she thinks this is a library where people look at the bindings. She has charge of our stock, you see." Farmer bit his cigar angrily.

"You can change her ideas along with other changes in the store." Ellen tried to make her voice placating. "Now, then, Mr. Farmer, once you have your counters out of the way, your store will look twice as roomy. Arrange your stock on tables."

"But, how? It'll be all mixed up."

"Not if you have some definite plan. Put all your new popular fiction on one table. Have another for books on current history and economics. Another for home subjects, like cooking, household efficiency, domestic engineering, etc. Have a table on which business books are shown exclusively. One table should be current—that is, changed to suit

topics of the day. Now why aren't you displaying, 'Madame X?' Miss Gibson tells me you have quite a few of these on hand. There's the moving picture creating a bit of a stir at the Empire Theater. Why aren't you on hand with your story? You'd sell 'em like hot cakes—with the Empire half a block away and people passing your store on their way to and from the theater."

"Say, that's a darn good idea, Miss Young. I forgot all about that book."

"Why don't you go after more local business, Mr. Farmer? Stir it up, make it for yourself, without waiting for people to come in for books. Why don't you feature books as prizes for bridge parties, games, contests, etc.? Make some arrangement to have customers buy books as prizes and offer to exchange them if the recipient has already read the book. You'll get them coming in your store to exchange their prizes—and then you'll have some more potential customers there for extra sales."

"B—but suppose they read them—then bring 'em back?"

"Sell them with the understanding that they must be brought back the day after the party. Keep a record of it, so that you're able to know the dates. That's not much trouble. Miss Gibson can do that. She's keen on records, you know. Besides, people, as a rule, are not able to read a book in a day. You can be sure of them. Specify also that the book must have that fresh unopened look. That's all a simple matter to arrange—" Ellen shrugged.

"Not a bad idea—books for bridge prizes—return 'em if you've read 'em." Farmer was doing his thinking aloud. 'Say, I might try that."

"Feature books for seasonal and special occasions. For vacation reading, graduation, confirmations, indoor entertainment—why, Mr. Farmer, you have tremendous opportunities in merchandizing books. You can bend every occasion to suit your selling plans. Fit in a book everywhere. I could go on indefinitely, giving you selling ideas, but I want to make more basic suggestions——"

"Come on. Give us some more, sister. I take my hat off to you. You're all right." Farmer leaned back and admired the young woman before him.

"Here's my biggest point, Mr. Farmer: a bookstore should not possess a real store atmosphere. Of course, you're in business to make money. I know that. Your store is a business proposition. Books are merchandise to you. If you want to make a wise move in bookselling, however, you'll arrange your bookstore so that it submerges its commercial atmosphere and exhales more of a comfortable literary one. In other words, turn your store into a comfortable room, of a kind. Put more of the library atmosphere in it. Why don't you buy three or four roomy wicker chairs? They're moderate in price and comfortable. Put them around the store. Get one or two small lamps. Stand them on tables. Take out the glaring ceiling light and give your store the attractive, cosy appearance of a home library."

"But we don't want people lounging there all day,' Miss Young. We haven't room for 'em."

"Don't worry—they won't. A person buying a book, Mr. Farmer, likes to do it leisurely. As a rule he likes to browse, pick out his own book and then have some one wait on him. I think the most annoying thing in the world is to have a salesperson dogging your heels when you want to buy a book in peace. Your salespeople do that, tho, Mr. Farmer. They call it service—waiting on customers promptly."

"Oh, I tell them not to do that, but——"

"You must enforce that and make your customers know it. Have your store known for the fact that it renders prompt service when desired, but that it is glad to have the browser spend as long as he wants to, undisturbed. It'll pay you to cultivate this type of customer, Mr. Farmer. The browser is, as a rule, the booklover, and the booklover is generally a book buyer."

"I see. You mean to let 'em take their time."

"Yes. Make your customers understand that the salespeople are prepared to render assistance when desired, but otherwise the customer is invited to roam about undisturbed."

Ellen drew a long breath.

"The most important thing about your whole store, Mr. Farmer, is the necessity of merchandising your books. As it is now, you depend on your window, your newspaper advertisements and the natural demands of customers to keep your business going. And it does. But you have such infinite possibilities in bookselling to draw customers into your store by going after their business instead of waiting for them to come to you. In short, suggest new uses for books to them. Show them when, where, how and why they need more books. Arrange some sort of card system whereby books are sent on approval to a selected list. Teach your salespeople how to telephone to customers, informing them of the arrival of new books. In short, make a bid for trade in a way that you're not doing now."

Farmer was nodding emphatically.

Then there was more talk for an hour or two, and when Ellen Young rose to go she consulted her notebook to see that nothing had been overlooked.

"Oh, yes, by the way, Mr. Farmer," she began. "There's one more point—about your salespeople. From what I've been able to learn Harry Bentley has been here the shortest time and I understand he's getting the smallest salary, $17 a week. I don't know whether you realize it, but he can sell rings around the other two clerks in your store. He's quicker, more intelligent and more ambitious. You ought to be paying him twice what you're giving old Winters."

"But Winters has been with me fifteen years ——"

"That's all right. But there's such a thing as having salespeople with you too long, as well as too short a time. They get in ruts.

Winters is all right selling books, but for live, up-to-date management and merchandizing, Harry Bentley's the young man worth encouraging.".

"H'm."

Farmer said nothing more. He made a note, however, on the pad before him.

Some six weeks later Ellen Young sat at her desk in New York reading a letter from young Bentley which said, in part:

"You wouldn't recognize the old store. It looks great. Just like a big, comfortable room, chairs and lamps. Busy? Say, last night when I got home I could hardly move. Mr. Farmer tells me this is the biggest month we've ever had."

"Winter's for Books"

THE *Weekly Review* of New York has started an interesting form of publicity for books in general, a series of six full-page write-ups on "Winter's For Books," printed entirely at the *Review's* expense, in order to increase the general interest of its readers in book reading.

That the winter ought to be the best of all times for the encouragement of reading and book ownership has always been apparent in the book-trade, altho many times the hectic weeks of holidays have left the bookseller almost too weary to pursue good plans of merchandising in January. Some of the copy, used in this series, might well be reprinted by a local retailer in his January or February publicity. One sample of these attractive pages reads as follows:

WINTER'S FOR BOOKS

VI.

WHEN winter wills, we are made prisoners by its decree. The winds are Cossacks, riding madly down the world. and wielding sabers of cold. The sleet is a flight of crystal arrows. The snow drifts into glittering earth-works. A morass of slush spreads its pathless trap before our feet.

We are besieged. We must be hardy indeed to brave these perils for a pleasure. Yet, tho our prison is our home, and warmth and comfort are all about us, we yearn to be abroad, to make pilgrimage to pleasant places where sky and earth smile, and man plays. There comes to us, then, the voice of Keats, singing, "Much have I traveled in the realms of gold,"—he who saw so little of the world. And we know one doorway winter has not guarded—the doorway of books. Beyond that threshold lie for us these same golden realms of story and song. We open a book, and, as our pleasant wandering begins, we know that we are free of winter's prisoning.

WINTER'S FOR BOOKS

Good Book-Making

AT the turn of the year not many books have 1921 title pages, and it is not possible to review the whole year's output without having the whole product at hand to give it another careful study. Many considerations must go into the judging of a book from its manufacturing point of view. Some books could not well be marketed if all of the care and expense were put into them that is justified by other volumes. It it is well, however, for the book-trade to keep in mind that book-making is one of the fine arts and one whose standards have developed thru many centuries. It is much to the credit of our day and generation that so many books are being produced, which are a credit to the printers and manufacturing men.

In looking back to the past we are somewhat apt to forget that the books we so much admire from other decades are the pick of their product, the poorer efforts having gone by the board and disappeared from collectors' and booksellers' shelves. Anyone who collects early American editions is conscious of the progress that has been made in American bookmaking in the last half century. There is sometimes an assumption that hand presses and old-fashioned handicaps in the composing rooms are necessary to produce good printing, but it is well to remember that the fine old examples of book-making were produced in spite of these handicaps and not on account of them, and that with the fonts to-day available and the perfected printing presses just as good results can be obtained and obtained more frequently.

As the cost of material settles to a level that can readily be counted upon, there will be an even better chance for the maintenance of high standards among our current product.

Among the few books that can be included in this monthly comment, we find an admirable example of good book-making in Hiram Bingham's "An Explorer in the Air Service" (Yale

University Press). This octavo book at a price of $10 can hardly be used as an example of what can be done for ordinary trade work, but its typography and illustrations are well worth the study of any publisher as a fine example of American book-making. The type page, the use of italics, attractive page numbering, dignified contents and illustration pages are all worthy of note. The illustrations are exceptionally well produced, and the binding in green board with black cloth back, is especially beautiful.

A good example of a small 12mo is "Maddelena's Day, and Other Sketches' by Laura Wolcott, (also the Yale University Press), a book of 130 pages, pleasant black typography and neat blue binding.

Harcourt, Brace & Howe have made a most attractive octavo out of their volume on "The Aesthetic Attitude" by Professor Herbert S. Langfeld of Harvard University. The general page design, half tones and the neat gray binding with black cloth back are very appropriate to this volume.

Brentano's has set up a handsome octavo for "Recollections of the Revolution and Empire," edited by Walter Geer. The illustrations are in fine photogravure, the type page a happy one for this style of book, and the title page uses the Brentano mark, a diamond shape design, printed in deep red, a characteristic and very effective feature of much of their book-making. The same title page with color is found in a delicately made volume of poems by May Preston Slosson, a title page and binding pleasant and restful to the eye.

As has been before noted, B. W. Huebsch, Inc., has worked out for its 12mo books a very successful type page which gives an individuality to so many of its publications. These volumes use very largely the paper label back or the board sides with cloth back. The type page gives the page numbers at the foot and the volumes are usually made with stained tops. A very attractive book just received is "The Reminiscences of Tolstoy" by Maxim Gorky, and another volume called "Literary History of the Radical" by Randolph Bourne.

The well-known color work of the Volland Co. is shown in two volumes that came to hand rather late in the fall. "The Turned-Intos" by Elizabeth Gordon has its colored illustrations made by Jeanette Laura Scott, which are reproduced with most delightful delicacy on the Volland presses. The broad type page would be particularly appealing to children, and the poems in italics at the head of each chapter with colored designs above the poem make a balanced page of unusual character. As in many other of the Volland books, the lining papers are a special feature, and the salmon color on the cover and on the back binding would attract the eyes of those who approach a book counter At the same time, Volland published "Helping the Weather Man," written and illustrated by Gertrude Alice Kay. This is uniform in style with the Gordon book, and Miss Kay's drawings are reproduced with beautiful colors that must make the book attractive to the child's eye. As with the other books of this series, the lining papers and covers are treated as a two-page spread with pronounced effect.

An interesting little volume has come from the Atlantic Monthly Press, called "The Atlantic Year Book" It is a collection of quotations from the *Monthly*. The use of the brown ink on the title page and across the head of each page in parallel lines lends a delightfully pleasant touch of color, and it is, of course, reminiscent of the well-known brown of the *Atlantic*. The format would be very suitable for volumes of poetry or quotation.

Among the many careful pieces of book-making that have come from the Yale University Press there is none deserving higher praise than the volume by Thomas Goddard Wright entitled "Literary Culture in Early New England." This is an octavo of some three hundred pages, calling for a great variety of typesetting to include tabulations, footnotes, booklists, index, etc. The book has been so composed as to be a beautiful and uniformly planned volume, the pages of which have almost been imperfect in appearance by the variety required in the typography. The title page and chapter headings are fine pieces of dignified layout.

"Diaries of Great Ladies of Old Japan" is a tall octavo volume from Houghton Mifflin Company with a most attractive brown cover with broad linen back. The illustrations have been very nicely reproduced, and the numerous quotations of poetry entered in italics gives color and interest to the attractive long page.

At the other end of the scale of credits for good book-making we come across Upton Sinclair's new edition of "The Jungle," which is evidently intended to prove that paper bindings are unpractical. The book has been printed on a thick dark brown paper. Nothing could be a better demonstration of the fact that the best thing for reading purposes is white paper. No one would wish Mr. Sinclair ill in his energetic campaign to get new circulation for this famous book, but the volume in this form, and considered from the point of view of book-making, serves as an example of how it should not be done.

An article in the January number of "Harper's Monthly" on "The Alleged Depravity of Public Taste" will be of special interest to booksellers. It is written by Burges Johnson, editor of the "Authors' League Bulletin" and is a sane comment on American reading habits.

THE WINDOW DISPLAY OF J. K. GILL CO., PORTLAND, OREGON, WHICH CAPTURED THE FIRST PRIZE IN THE CONTEST DURING CHILDRENS' BOOK WEEK

THE WINDOW DISPLAY WHICH WON SECOND PRIZE WAS THAT OF W. K. STEWART, INDIANAPOLIS, IND. THE PRIZES WERE GIVEN BY "THE BOOKSELLER, NEWSDEALER AND STATIONER"

Chesterton Arrives

GILBERT K. CHESTERTON arrived here from England last Saturday on the Cunarder Kaiserin Augusta Victoria "to lose his impressions of the United States," at least that is his own way of describing the object of his voyage.

Altho he announced before he left London that he would not write a book on America, he was immediately beset by interviewers, who wanted to know his impressions of America and his opinion on all sorts of questions.

"How is the war affecting the literary market in England?" he was asked.

"There have not been many big things resulting from the war yet, because in my opinion it is too early to expect it. There have, however, been a great many little things—quite a lot of excellent poetry."

"What books are attracting the most attention in England at the present time?"

"Mrs. Asquith's memoirs, for one—'The Musings of Margot,' as they have been popularly nicknamed—altho many people were much shocked by her revelations concerning people in high places. Mrs. Clare Sheridan's book, 'From Mayfair to Moscow,' in which she has told such a remarkable story of her adventures in Russia, of how she made busts of the Bolshevist leaders, has furnished another sensation. This is probably because of the fact that it abounds in human interest, her pen pictures of life behind the scenes of the Russian revolution being just what the public demands in the way of popular literature.

"As far as novels are concerned, there has recently been quite an eruption of science into the field of fiction, to the destruction, as I believe, of art, because art is long and science is more or less fleeting. At the present time in London there is a perfect craze for psychoanalysis. People of all classes have been flocking to psychoanalytic practitioners to be cured of their ailments, real and imaginary. On the crest of this craze the psychoanalytic novel has appeared, with its attempt to apply the theories of Freud to sensational fiction. Personally, I am opposed to this mixture of fact with the romantic.

Asked about his visit to this country the English writer said there was very little he could say now, but he would have more when he was thru. "And this is not because I have so few ideas—I have enough of those—but I fancy they are all quite wrong. It seemed to me it would have been too absurd never to have come to America, if only for a day. I have come to see this country and to talk, to give inadequate after-dinner speeches known as lectures. I do not know what I shall say until the time comes. I am a journalist and so am vastly ignorant of many things, but because I am a journalist I write and talk about them all."

When asked about the alleged decadence of the drama in England, Mr. Chesterton replied that he did not know if that really was the case, in spite of Henry Arthur Jones's statements. He rarely went to theaters, but he read one play, "A Grain of Mustard Seed," which he thought was very good, as it was the first play he had ever read that contained the truth about modern politics. With regard to the articles written by H. G. Wells on Russia, he did not think they had done the author much harm, and he believed they contained a little sting for the Soviet Government inside their coating of apparent kindliness of heart.

He did not think that anything that George Bernard Shaw said about England or the English could do any harm, as he had been out of touch with events for as much as the last ten years.

Two books by Mr. Chesterton are announced for early publication, a book of essays, "The Uses of Diversity," to be published by Dodd, Mead, and "The New Jerusalem" to be published by Doran.

Mr. Cheserton will lecture in New York at the Times Square Theatre, January 16, 21 and 23 on "The Ignorance of the Educated," "Shall We Abolish the Inevitable?" and "The Perils of Health."

Adventures of a Bookseller

By Ketch

MISS Cheevous entered the bookstore, and, finding no clerk at leisure, had a good time looking over the fiction table. Finally Mr. Ondeck appeared at her elbow, and said,

"Can we help you?"

"I don't know," said she. "Can you?"

They looked at one another for a moment, then Mr. Ondeck said, pleasantly,

"Perhaps. Here is a thing everybody *ought* to read, and—"

"I don't want anything I ought to read," said Miss Cheevous.

"I see," said Mr. Ondeck. "Well then, here is a thing you ought *not* to read. It—"

"Yes I know. I've read it."

"Oh."

It was remarkable how pleasant they both appeared; for there was a twinkle in Miss Cheevous' eye, and Mr. Ondeck had the manner of one who is determined to be obliging.

"I really want a book," said Miss Cheevous; "In fact I must have one. But nothing seems to appeal to me."

"Have you looked over this table?" asked

Mr. Ondeck. "Here we have the English novelists, some of whom—"

"Excuse me," exclaimed Miss Cheevous. "I am fed up on high-brow literature."

Little beads of perspiration began to appear on Mr. Ondeck's brow, but his manner remained the same.

"Would it be a relief for you to go back into some of the old standard authors—something Victorian?" he inquired.

"We have three book-cases full of them at home," she replied. "Dear me"—with a sigh—"I'm afraid we'll have to give up. I seem to find nothing that appeals." Then in a challenging voice: "Surely in this store full of books, there must be a volume that I would enjoy!"

Mr. Ondeck leaned comfortably on a stack of books and smiled at her.

"Now let us understand one another," said he. "Do you wish to be instructed, or merely amused?"

"Oh amused! Heavens, I can be instructed without going to books."

"Then," said he, "I have the very book you want."

He left her, and went to the rear of the store, where he sought out a certain volume, and returning, placed it before her. It was W. L. George's: "The Intelligence of Women."

Miss Cheevous looked at it a moment, then said,

"But I want something entertaining! Something funny!"

"Yes ma'am," said Mr. Ondeck. "That is one of the funniest books I ever read."

"But," said she, "Mr. George is not a humorist."

"No ma'am," he answered. "That is what makes it funny."

She gave him a queer glance, then said,

"Have you ever written anything?"

"I!" exclaimed Mr. Ondeck. "Not guilty."

"How unfortunate,' said she. "The world has lost a humorist."

"I, a humorist!" he cried.

"Yes," said she. "Unconscious humor is, as you say, the funniest. Well, wrap up Mr. George. It sounds most interesting."

When she had gone, Mr. Ondeck wiped the sweat of mental exertion from his brow.

"What a tragedy it must be," said he to Miss Vampett, "To unconsciously become a humorist!"

Refuses $150.000

PRESIDENT WILSON has refused an offer of $150,000 for the first article to be written by him after he leaves office. The offer is said to have come from a newspaper syndicate which proposed to sell the article to a large number of newspapers. In declining the offer, President Wilson took the position that no article from his pen or that of any other man was worth $150,000. He contended, it is understood, that acceptance of the offer would not only be placing a false valuation on his writing, but would be taking an unfair advantge of the syndicate.

An Uncorrected Galley

So many people try to define eternity. It is quite simple. Eternity is when your Encyclopædia Britannica is finally paid up.

Having quoted with interest St. John Ervine's opinion that the names of many American authors are more familiar to English ears than our own, we regret to find in one of our contemporaries, the *Book Post,* mention that a vote of the Writers' Club of America has placed the names of Booth Parkington and Wills Cather among the best six novelists in the United States.

NINE DAY WONDERS

I set a sort of seismograph
  For critical sensations
To get the literary chaff
  And local aberrations.
But when Manhattan reels and rocks
  Or Boston quakes and crumbles
With cosmic literary shocks
  My ticker seldom tumbles.

Often some epoch-shaking book
  Escapes from my detection;
I snored when Opal Whiteley shook
  The north Atlantic section.
But when I come to life some day,
  For instance, in December,
And ask, "What was the NOISE in May?"
  Nobody can remember.

I am uncommon sensitive
  To tremblors purely local;
When genius gets me where I live
  It makes me very vocal.
Outside of this, I really find,
  One saves a wad of thunder,
By running just a day behind
  The latest nine days' blunder.

—KEITH PRESTON in the Chicago *Daily News.*

A LITTLE GROUP OF GEMS

The familiar friends in criticism, listed by a contributor to Don Marquis' "Sun Dial" column, may be useful for ready reference in cases of emergency. Here they are:

He never perpetrates a false or undramatic idea. There is big human emotion in his work.

He handles his effects in a big, smashing way that holds his reader spellbound.

Here is real-life drama of vivid color, psychological insight and compelling power.

It is a strong, virile book, fairly pulsing with red blood and life.

Has that indefinable quality which, for want of a better name, we designate as charm.

It is pulsating, heroic drama of extraordinary virility and intensity.

His work is a genuine addition to American literature.

Is bound to be one of the most talked-of books of the year.

—EDWIN CARTY RANCK.

In The Field of the Retailer

A Retailer's Salutation

AS an expression of its attitude toward 1921 business prospects, the Old Corner Bookstore, Boston, has sent out to its publishing friends a letter, which we reproduce below. This estimate by well-known retailers of the present situation is significant of the possibilities that seem to lie ahead of the trade in 1921.

For a number of years at this season we have extended our heartfelt greetings to the publishers and each year we have been able to report increased sales. This year is no exception.

We feel sure that our success is based on our faith in the book business which we have formulated into the following creed:

We believe in the United States of America; in her integrity, intelligence, ideals and future.

We believe in the Book Business as the definite answer to a definite need of a progressive people.

We believe in the Publishers; in their fairness, honesty, sound judgment and far-sightedness in the selection of books best fitted to meet this need.

We believe in The Old Corner Book Store; in the morale of its personnel, in the knowledge of its market, its high standard of service and the ability to meet its obligations.

With the best of wishes for the New Year, we are

Sincerely yours,

THE OLD CORNER BOOK STORE, INC.
Joseph M. Jennings, Pres.
Richard F. Fuller, Treas.

Who's to Pick Up?

IT *ought* to prove true, of course, that the salesman who never picks up after his sale is over, never puts away stock or sales blocks, or empty boxes, would have much more time to build sales and be always in the lead of sales per hour. However that seldom proves the case

The disorderly salesman is a hindrance to himself as well as to others. There is a right time for putting away stock and a right person to do it. The right time is usually immediately after a customer is served and the right person to do it is the salesman. It is easy then to remember where each volume goes and in a moment the counter is again neat. No sales are lost because of misplaced volumes and the next customer to approach finds the display ready for his eye.

The putting away of stock is a simple matter in which every new retail salesman needs to be trained promptly. Once the habit is formed it will never be lost and much internal friction among salesmen will be avoided.

Reiteration

THE windows of a big women's specialty store had been trimmed with gray thruout. In each one there was a gray suit, or dress, a child's dress or what-not. Two women were walking leisurely along and as they passed the last one of these attractive displays with the neat cards emphasizing the beauty of the season's 'grays,' one woman said to the other, "I certainly do love gray for a dress."

Perhaps she had had that opinion before but it is more likely that the reiteration of the color convinced her that she did and she went home and announced that gray was to be the season's color.

The reiteration of the slogans of the Year-Round Bookselling Plan will be likely to have that same effect: "Buy a Book a Week!", "More Books in the Home," "Will There Be Books in the New Home?" These watch words reiterated from city to city and window to window will sink into many a mind with results that are sure to be valuable to bookselling.

For a Children's Book Window

"WHEN mother and father and big brother and big sister have racked their brains trying to think up some suitable and acceptable gift for each other or the 'kiddies,' and when all other suggestions fail, you'll find they generally fall back on the old stand-by—books."

"Buy a Book a Week" Slogan

THE slogan of "Buy a Book a Week," adopted for the 1921 bookselling campaign, has already begun to appear in publishers' advertising, and, as the retailers follow this and reiterate it in their own areas, the slogan will have increased value. In the January *Atlantic*, Dutton starts a page advertisement of the *Everyman's* with the line "In 1921 Buy a Book a Week." Doubleday, Page & Company carries in big type the supplementary slogan, "More Books in the Home," and every page of the *Atlantic's* own book copy bears the "Buy a Book a Week" slogan.

Paper Covers

BOOKS in paper covers, says *The Bookseller*, the publication of which has been suggested in order to avoid the greatly increased cost of cloth binding, apparently fail to attract the ordinary buyer of books. The late Mr. Heinemann made the experiment of issuing some of his books in paper as well as in cloth, with, of course, a considerable difference between the two prices. The public, however, has not taken to the cheaper issue, and almost in every case has preferred the cloth binding in spite of the greater cost.

Among the Publishers

A Week's Gleanings of Book-trade News

H. G. Wells' lecture trip to this country has been indefinitely postponed, as Mr. Wells is ill with pneumonia.

Sara Teasdale's publisher, the Macmillan Company, has prepared a booklet descriptive of her life and work, which will be sent upon request.

It is said that Harold Bell Wright's new novel, which Appleton will bring out next August, will be called "Helen of the Old House."

Henry St. John Cooper, author of "Sunny Ducrow" (Putnam) is the grandson of Henry Russell who sang in America for many years, and is the nephew of W. Clark Russell whose sea romances were once read on this side.

Doran will publish in March or April a third volume in the collected works of Joyce Kilmer, a collection of essays and lectures, called "The Circus and Other Essays," to be edited, as were the earlier volumes, by Robert Cortes Holliday.

A first book of verse by a favorite contributor to F. P. A.'s famous column, *The Conning Tower*, is announced for immediate publication by Alfred A. Knopf. It is "Unaccustomed As I Am," and the author is Morrie Ryskind, better known to readers of his verse in the newspapers as "Morrie." F. P. A. is said to have had a hand in the arrangements for the volume.

Two books which are impatiently awaited at the beginning of each year are "The Best Short Stories," edited by Edward J. O'Brien, and William Stanley Braithwaite's "Anthology of Magazine Verse." The "Anthology of Magazine Verse" has just appeared, and the "Best Short Stories" is promised for the end of January. Both are published by Small, Maynard.

Preceding the work of Hilda and Daisy and Opal, and to some of us more bewitching than any of them, there was the Diary of Marjorie Fleming. In the "Dictionary of National Biography" Sir Leslie Stephens concludes the paragraph devoted to her with these words: "Pet Marjorie's Life is probably the shortest to be recorded in these volumes, and she is one of the most charming characters." Boni and Liveright has just added to the *Modern Library* a volume which includes the story of Pet Marjorie as told by McBean, Marjorie's letters and journals, and the famous essay by Dr. John Browne.

One of the week's literary events is the publication by Stokes of Gertrude Atherton's "The Sisters-in-Law."

Dorothy Canfield's first novel since "The Bent Twig," published in 1915, will appear in the early spring. "The Brimming Cup" is a story of American life. (Harcourt.)

The Early English Text Society has appointed Humphrey Milford, Oxford University Press, to be the sole publisher for the Society.

An interesting and authentic account of the Woman's Party has been written by Inez Haynes Irwin, author of "Phoebe and Ernest" and "Out of the Air," which Harcourt, Brace and Howe have just published, "The Story of the Woman Party."

Little Brown has issued B. M. Bower's new novel, "Cow-Country," with smaller type and narrower margins than usual, in order to conserve paper. The book contains fewer pages than the average novel, but just as much story.

Appleton has taken over all of Joseph Lincoln's earlier books and is to act in the future as the publisher of his complete writings. A uniform set will be issued some time during the coming year. Subscribers to this set will also be able to obtain future volumes in the uniform binding.

In the spring Houghton Mifflin Company will publish a volume of poems by Amy Lowell, "Legends: Tales of People." Houghton Mifflin published Miss Lowell's first book of poems, "A Dome of Many-Colored Glass," in 1912. It has now taken over the publication of the six volumes of poetry and criticisms which Miss Lowell has written between this first book and the present date and is the authorized publisher of her work.

A portly, not so portly, either, when one considers all the treasures it contains, volume was published by Stewart and Kidd, last week, in its series, *Stewart and Kidd Dramatic Anthologies*. This is "Fifty Contemporary One-Act Plays," edited by Frank Shay and Pierre Loving. The editors, who have both been connected with the little theaters in the United States for many years, have selected the best one-act plays available in English. One-half the plays have never before been published in book form; thirty-one are no longer available in any other edition. Frank Shay, in a foreword, says, "Rigid care has been taken to exclude such dramatic pieces which are fittingly described as 'side-splitting farces.' Not that genuine laughter hasn't its place in the modern theater, but we cannot laugh today at the archaic drolleries of yesterday."

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Changes in Price

THE CHENEY PUBLISHING COMPANY

The new price of "Personal Memoirs of the Home Life of Theodore Roosevelt," by Albert Loren Cheney, will be $1.50.

RAND McNALLY & COMPANY

New Windermere Series, $2.00.
Children's books formerly listing at 65c. now 75c.

Obituary Notes

JOHN BEATTIE CROZIER, Canadian physician, philosopher, historian, and political economist, died in London, January 8, in his 72nd year. His published works include: "The Religion of the Future," 1880; "Civilization and Progress," 1885; "Lord Randolph Churchill: A Study of English Democracy," 1887; "My Inner Life: Being a Chapter in Personal Evolution and Autobiography," 1898; "The Wheel of Wealth," 1906; "Sociology Applied to Practical Politics," 1911; and "Last Words on Great Issues," 1918.

The Story Book Shop

The Story Book Shop has been opened at 52 East Eighty-first Street, in connection with the private school of Miss Hazel Hyde. This shop is under trained supervision and will begin in a small way by catering to the parents of children at the school and in the neighborhood.

The Land of Story Books

At the Land of Story Books, a new children's bookshop, at 42 West Fifty-first Street, Miss Gertrude Hartman and Miss Florence Beckley hold daily "book clinics." Their long experience in the study and education of children has convinced them that the child's home library should be chosen with much greater comprehension of the individual child's temperament and tastes than is usually displayed by the average parent. The best choice is made, they find, when the book expert has a special knowledge of child psychology and can obtain from the parent an understanding of the child in question. A reading-room with low-hung shelves and juvenile furniture is a feature of the Land of Story Books.

Personal Notes

Miss Alice M. Blaine, for the past two years the business executive of the Womans Press, New York, has resigned, and the post for the present will be in charge of Miss Mary Louise Allen.

Business Notes

WASHINGTON, D. C.—The Grail Press, Wallace F. Vale, manager, is a new concern at 712 G Street, N.E., that will specialize in books on Occultism, Mysticism and Theosophy.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth. Imprint date is stated [or best available date, preferably copyright date, in brackets] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo; 10cm.); sq., obl., nar., designate square, oblong, narrow.

Alston, Leonard
How it all fits together; a novice's introd. to the game of life. 158 p. D N. Y., Dutton $1.50 n.
Non-technical essays on economics.

Ash, Edwin Lancelot
Mental self-help. 119 p. D N. Y., Macmillan $1.60 n.
Partial contents: Self-help in sickness; Mind and health; Self-control: and how we waste our energies thru lack of it; Right and wrong thinking.

Athearn, Walter, comp.
The Malden survey; [religious survey of the city of Malden, Mass.] 213 p. pls. O c. '20 N. Y., Interchurch Press, 43 West 18th St. $2.50 n.

Atkeson, Mary Meek
The crossroads meetin' house; dealing with some of the problems of the church in rural communities. 39 p. O c. '20 N. Y., Interchurch Press pap. 35 c.

Banks, Louis Albert
The winds of God. 473 p. D c. '20 N. Y., Funk & Wagnalls Co., 354 Fourth Ave. $1.75 n.
A collection of 30 sermons.

Banning, Kendall
The phantom caravan; poems. 62 p. front. S c. '20 Chic., The Bookfellows, 5547 Dorchester Ave. $1.35 [300 copies]

Barton, William Eleazar
The paternity of Abraham Lincoln; was he the son of Thomas Lincoln?; an essay on the chastity of Nancy Hanks. 14+414 p. O [c. '20] N. Y., Doran $4 n.
A discussion of the circumstances of the birth of Lincoln, in which the author traces rumors and reports to their original sources, subjecting them to critical analysis.

Bates, William Hunt
The cure of imperfect sight by treatment without glasses. 20+313 p. front. (por.) diagrs. pls. il. D [c. '20] N. Y., The Central Fixation Pub. Co., 342 W. 42nd St. leath. $5
Partial contents: Simultaneous retinoscopy; The variability of the refraction of the eye; What glasses do to us; Strain; The illusions of imperfect and normal sight, mind and vision.

Beardsley, Aubrey Vincent
Fifty drawings; selected from the collection owned by Mr. H. S. Nichols. various paging pls. F [Pub. for subscribers only.] N. Y., H. S. Nichols, 17 East 33rd St. $15 [500 copies]

Beckett, Grace, comp.
Songs of joy. [verse] 13+108 p. O N. Y., Oxford Univ. Press $1.75 n.

Belton, Francis George
Present-day problems in Christian morals. 16+206 p. D Milwaukee, Wis., Morehouse Pub. Co., 1801 Fond du Lac Ave. $2.55

Benson, Richard Meux
Further letters of Richard Meux Benson; ed. by W. H. Longridge. 24+332 p. front. (por.) D Milwaukee, Wis., Morehouse Pub. Co. $3.15

Blackburn, Laura, comp.
Lyrics; 100 lyrics reprinted from B. L. T.'s Line o' type in the Chicago *Tribune*. 72 p. O (Little Bookfellows ser.) c. '20 Chic., The Bookfellows, 5547 Dorchester Ave. bds. $1.25; special paper $1.50

Aetna Explosives Co., Inc.
Aetna explosives and their characteristics, blasting supplies and blasting information. 155 p. il. tabs. O [c. '20] N. Y., Aetna Explosives Co., Inc., 165 B'way. gratis

American (The) Architect
The American architect specification manual; a compilation of specification of advertised materials and accessories as prepared by representative manufacturers for use of architects and architectural engineers; issued annually by the American Architect. no paging O N. Y., The Architectural & Building Press, 24 W. 39th St. gratis

Andress, J. Mace, and Andress, Annie Turner
The story of Rosy Cheeks and Strong Heart; a health reader for the 3rd grade; il. by Dorothy Whitmore. 47 p. col. il. D c. '20 N. Y., Child Health Organization of America, 156 5th Ave. pap. 30c.

Barter, John D.
The homogeneous vector function and determinants of the P-th class. various paging O (Pub. in mathematics, v. 1, no. 14) Berkeley, Cal., Univ. of California Press pap. 35 c.

Bollman, Calvin Porter
Heralds of the King; Our Lord's great prophecy of His second advent; a verse-by-verse study of the 24th chapter of Matthew. 128 p. front. il. D c. '20 Wash., D. C., Review and Herald Pub. Assn., Takoma Park pap. 35 c.

Bliss, Sylvia Hortense
Quests; poems in prose. 101 p. D c. '20 Montpelier, Vt., Capital City Press $1.25 n.

Bradlee, Francis B. C.
History of the Boston and Maine Railroad; with its tributary institutions. 84 p. il. O Salem, Mass., The Essex Institute $2

Brangwyn, Frank
Bookplates. 69 p. pls. Q Phil., J. B. Lippincott Co., E. Washington Sq. $12.50 n.

Brown, Carleton Fairchild, ed.
The Stonyhurst pageants, ed. with [an] introd. 302 p. O (Hesperia: Schriften zur englischen philologie, no. 7) Balt., Johns Hopkins Press, Druid Hill Ave., cor. Linden Ave. $3.30

Brownlie, John, tr.
Hymns of the Russian church; being tr., centos and suggestions from the Greek Office Books; with an introd. [by the translator.] 28+124 p. O N. Y., Oxford Univ. Press $2.50 n.

Burcher, R. C.
The vest-pocket Spanish instructor; concise, comprehensive, thorough. 203 p. S N. Y., F. C. Stechert Co., 126 East 28th St. pap. 75 c. n.

Burton, Ernest De Witt, and Goodspeed, Edgar Johnson
A harmony of the Synoptic Gospels in Greek. 30+316 p. O [c. '20] Chic., Univ. of Chicago Press $3 n.
A discussion of the relations of the Synoptic Gospels to one another and their literary sources.

Carson, James Petigru
Life, letters and speeches of James Louis Petigru; the Union man of South Carolina; with an introd. by Gaillard Hunt. [1789-1863] 21+497 p. front. (por.) pls. pors. O c. '20 Wash., D. C., W. H. Lowdermilk & Co., 1418 F St., N. W. [a'gt] $6 n. [500 copies]

Cheatham, Kitty [Katherine Smiley Cheatham]
America triumphant under God and His Christ. 88 p. col. front. S c. '20 N. Y., G. P. Putnam's Sons, 2 West 45th St. $2 n.

Colum, Padraic
The children of Odin; il. by Willy Pogany. 9+282 p. col. front. col pls. D [c. '20] N. Y., Macmillan Co., 66 5th Ave. $4 n.
Partial contents: The dwellers in Asgard; Odin the wanderer; The sward of the Volsungs and the Twilight of the gods.

Cook, A. K.
A commentary upon Browning's The ring and the book. 23+343 p. O N. Y., Oxford Univ. Press $7.50

Cruikshank, Alfred B.
Popular misgovernment in the United States. 455 p. D c. '20 N. Y., Moffat, Yard & Co. $3 n.

Cuthbert, Father, ed.
God and the supernatural: a Catholic statement of the Christian faith. 9+346 p. O N. Y., Longmans, Green $5 n.
This volume is a discussion of the teaching of the Catholic Church concerning God and the supernatural life of man, written by six Catholic graduates of Oxford.

Dasent, Arthur Irwin
Piccadilly in three centuries; with some account of Berkeley Square and the Haymarket. 318 p. front. pls. O N. Y., Macmillan $7 n.
Partial contents: The club-houses of Piccadilly, their former owners, and the coming of the Rothschilds to the West End; From Piccadilly to Berkeley Sq. and back again.

David, Charles Wendell
Robert Curthose; Duke of Normandy. 14+271 p. O (Harvard hist. studies 25) [c. '20] Cambridge, Mass., Harvard Univ. Press $3 n.

De Acosta, Mercedes
Wind chaff; [a novel.] 255 p. D c. '20 N. Y., Moffat, Yard & Co. $2.25 n.

Dearmer, Percy
The power of the Spirit. 108 p. O (The Page lectures at Berkeley Divinity School, Middletown, Conn.) N. Y., Oxford Univ. Press $1.75 n.

Drew, Gilman Arthur
A laboratory manual of invertebrate zoology; [written] with the aid of former and present members of the zoological staff of instructors at the Marine biological laboratory, Woods Hole, Mass. 3rd ed., rev. 9+229 p. O Phil., W. B. Saunders Co., West Washington Sq. $2.25 n.

Duncan-Jones, Arthur Stuart
Church music. 9+109 p. D (Handbooks of Catholic faith and practice, 2nd ser.) Milwaukee, Wis., Morehouse Pub. Co. $1.35 n.
Partial contents: Music in church; Catholic music; National music; Clergy, choir and people.

Ealand, Charles Aubrey, ed.
Athena; a year-book of the learned world; The English-speaking races. 8+391 p. O N. Y., Macmillan $6 n.
The faculty rolls of the scientific and educational institutions of the English speaking world.

The romance of the microscope. 314 p. pls. D (The romance ser.) Phil., Lippincott $2.50 n.

Bridges, Robert
On English homophones. 48 p. O (Society for pure English, tract no. 2) N. Y., Oxford Univ. Press pap. $1.15

British Museum
Books of the dead; coffins; Egyptian col. cards; set A; 15 pictorial postcards in an envelope. S N. Y., Oxford Univ. Press $1.25 n.

Coffins; mummies; Egyptian col. cards; set B; 15 pictorial postcards. S N. Y., Oxford Univ. Press $1.25 n.
A guide to the exhibition illustrating Greek and Roman life; 2nd ed. 8+232 p. front. il. O N. Y., Oxford Univ. Press $1.15
How to observe in archaeology; suggestions for travellers in the Near and Middle East. 104 p. O N. Y., Oxford Univ. Press $1.15

Elwell, Helen Derby [Mrs. Joseph Bowne Elwell]

New auction bridge; complete course of instructions; with 43 il. hands; including the new laws of 1920 as adopted by the New York Whist Club. 18+155 p. S [c. '20] N. Y., Brentano's $2 n.

A book for the beginner as well as for the good player, covering the entire game.

Evans, John Young

Yr ail lyfr dewrion llys a llan; [a 2nd Welsh reader.] 132 p. O (Oxford elementary school bks.) N. Y., Oxford Univ. Press 90 c.

Evans, Maria Millington, Lady

Lustre pottery. 17+147 p. front. pls. Q N. Y., Dutton $20 n.

The story of lustre pottery of the Near East, Spain and England from 622 A. D.

Fuller, Henry Corbin

Analysis of drugs and medicines. 9+1072 p. il. O c. '20 N. Y., Wiley $10 n.

Gallizier, Nathan

The Leopard prince; a romance of Venice in the 14th century, at the period of the Bosnian conspiracy; pictures by the Kinneys; decorations by P. Verburg. 8+407 p. col. front. col. pls. O Bost., The Page Co., 53 Beacon St. $2

Gardiner, Alfred G.

Windfalls: Alpha of the plow; with il. by Clive Gardiner. 16+270 p. front. pls. nar. D N. Y., Dutton bds. $2.50 n.

The last volume of the trilogy "Pebbles on the shore."

Grant, Hamlin

The soul of Napoleon. 288 p. il. O c. '20 Phil., Jacobs $3

Guilford, Everard L.

Nottingham. 6+121 p. pls. por. maps and plans (end-papers) D (The story of English towns) N. Y., Macmillan $1.60 n.

Partial contents: The Danish period; The Plantagenet kings; The civil war; Industrial history; A description of medieval Nottingham.

Guitry, Sacha

Deburau: comedy; in an English version by Harley Granville Barker. 226 p. D c. N. Y., Putnam $2 n.

Haig, Robert Murray, ed.

The Columbia lectures on the Federal income tax. 300 p. O c. '20 N. Y., Columbia Univ. Press, 2960 B'way $2.75 n.

Harris, Mary Craig

Adventures of Johnny Rabbit. 121 p. il. D c. '20 Indianapolis, Ind., Bobbs-Merrill $1.25 n.

Heilig, Matthias R.

The story of Armenia. 32 p. il. map D (Instructor literature ser. 315) [c. '20] Dansville, N. Y., F. A. Owen Pub. Co. pap. 7 c.; 12 c.

Hills, Elijah Clarence, ed.

The odes of Bello, Olmedo and Heredia; with an introduction. 8+153 p. pors. S (Hispanic Society pub.) c. '20 N. Y., Putnam $1.50 n.

Howard, Alexander L.

A manual of the timbers of the world; their characters and uses; to which is appended an account by S. Fitzgerald of the artificial seasoning of timber. 16+446 p. (1 p. bibl.) il. tabs. pls. plans diagrs. O N. Y., Macmillan $9 n.

Partial contents: Catalogue of the timbers of the world; The conversion and preservation of timber; Classification of timbers according to country of origin.

Howe, Harrison E.

The new stone age; il. with diagrs. and photographs. 17+289 p. O (The Century bks. of useful science) c. N. Y., The Century Co. $3 n.

The story of cement and concrete presented from the scientific standpoint in non-technical language.

Huebner, Solomon S.

Marine insurance. 14+265 p. D c. '20 N. Y., Appleton $3 n.

Johnson, Charles Morris

Rapid methods for the chemical analysis of special steels, steel-making alloys, their ores and graphites. 3rd ed., rev. and enl. 11+552 p. il. O [c. '09-'20] N. Y., Wiley $6 n.

Florence, Stella Grenfell

Dawn on the distant hills. [verse] 3+16 p. D N. Y., William Edwin Rudge, 218 William St. priv. pr. [200 copies]

Frehafer, Mabel Katherine

Reflection and transmission of ultra-violet light by sodium and potassium, various paging il. diagrs. O Balt., Johns Hopkins Press pap. 25 c.

Gury, Jean Pierre

Compendium theologiae moralis; conscriptum et ab Antonio Ballerini, ejusdem societatis, adnotationibus auctum; deinde vero ad breviorem forman exaratum atque ad usum seminariorum hujus regionis accommodatum ab Aloysio Sabetti ed. 29, ad novum Codicem juris canonici concinnata a Timotheo Barrett. 1006+1[illegible] p. O Cin., Frederick Pustet Co., 436 Main St. $6

Hiff, Aloys, ed.

Catalogue of printed music published prior to 1801 now in the library of Christ Church, Oxford. 4+76 p. O N. Y., Oxford Univ. Press $3.40

Holler, Helmouth P.

Bergson's philosophy in the light of theomonism; an appreciation and a critique for students of modern philosophy and of theomonism; a lecture delivered before the Society for philosophical inquiry, Washington, D. C., April 3, 1920. 15 p. O (Oriental Univ. progressive studies, no. 1) [c. '20] Wash., D. C., Oriental Univ. Bk. Concern pap. 50 c.

Mind and its higher functions defined according to the new theomonistic reductive method; lecture given before the Washington society for philosophical inquiry, Nov. 20, 1920. 14 p. O (Oriental Univ. progressive studies, no. 2) Wash., D. C., Oriental Univ. Bk. Concern. 1702 Oregon Ave. pap. 50 c.

Jones, William

Ojibwa texts; ed. by Truman Michelson. 2 v.; [pt. 1, Nanabushu tales; pt. 2, Miscellaneous tales.] various paging il. O (Pub. of the Am. Ethnological society, v. 7, pt. 1 and 2) N. Y., G. E. Stechert $8

Sold separately, pt. 1 at $3 and pt. 2, $5.

Jourdan, Philip Albert

The leaves of healing; and other poems. 80 p. D (Representative poets of today) c. '20 Bost., Badger $1.50 n.

Kelly, Roy Willmarth

Training industrial workers; with an introd. by John M. Brewer. 21+437 p. forms diagrs. c. '20 N. Y., Ronald Press $5 n.

Kennedy, Katherine

Some children of the Bible. 8+72 p. il. pls. Q Milwaukee, Wis., Morehouse Pub. Co. bds. $2.25

Keystone View Co.

Stereoscopic encyclopaedia; guide to Keystone "600 set." 32+593 p. pors. D c. '20 Meadville, Pa., Keystone View Co., Educ. Dept. $3 n.

King, Georgiana Goddard

The way of St. James. 3 v. 1717 p. pls. S (Hispanic Society pub.) c. '20 N. Y., Putnam $9 n.

Kirk, Richard R.

Little dust and other poems; with decorations by Jan Vonesh. 16 p. O (The baby Bookfellows ser.) c. '20 Chic., The Bookfellows pap. apply

Knight, M. M., and others

Taboo and genetics. D c. '20 N. Y., Moffat, Yard & Co., 31 Union Sq. $3 n.

Lowrey, Carolyn

The first 100 noted men and women on the screen. no paging pors. D N. Y., Moffat, Yard & Co. [Ag'ts] $2.50

Lubschez, Ben Judah

The story of the motion picture; [65 B. C.-1920 A. D.] 64+8 p. il. O c. '20 N. Y., Reeland Pub. Co., 727 7th Ave. bds. $1 n.

McCormick, L. Hamilton

Characterology; an exact science. 700 p. il. O [c. '20] Chic., Rand McNally & Co., 536 S. Clark St. $5 n.

MacKaye, Percy Wallace

The Pilgrim and the Book; a dramatic service of the Bible; designed to be used in churches; together with comments and suggestions in regard to participation in the service and words and music of the hymns. 17+83 p. music O [c. '20] N. Y., American Bible Soc., Bible House, 8th St. & Astor Pl. 25 c.

Mackennal, Alexander

Homes and haunts of the Pilgrim Fathers; [with] drawings and photographs by Charles Whymper. 123 p. pls. O c. '20 Phil., Jacobs $5

Mackereth, James Allan

The death of Cleopatra; a dramatic poem and other verses. 95 p. D N. Y., Longmans, Green $1.40 n.

Masterman, Rev. John Howard Bertram

Birmingham. 106 p. front. pors. pls. plans (end-papers) D (The story of English towns) N. Y., Macmillan $1.60 n.

Partial contents: Puritan Birmingham; Birmingham during the Napoleonic wars; Literary and historic association.

Maugham, William Somerset

Andalusia; sketches and impressions. 227 p. O [c. '20] N. Y., Alfred A. Knopf, 220 West 42nd St. $3 n.

Formerly published under title "The Land of the Blessed Virgin."

Murray, William D., and Murray, George M.

My three keys; and other talks to boys and girls. 135 p. D c. '20 N. Y., Association Press, 347 Madison Ave. $1.50 n.

Forty-five brief talks to be used in Sunday-schools.

Jones, Henry Stuart

Fresh light on Roman bureaucracy; an inaugural lecture delivered before the University of Oxford on March 11, 1920. 38 p. O N. Y., Oxford Univ. Press pap. 70 c.

Kharosthi inscriptions discovered by Sir Aurel Stein in Chinese Turkestan. pt. 1, Text of inscriptions discovered at the Niya site, 1901; transcribed and ed. by A. M. Boyer and E. Senart. 8+154 p. pls. Q N. Y., Oxford Univ. Press $13.50

Kendall, Ernest, comp.

Paper, sizes and weights; with equivalents; pounds into kilos, inches into centimeters. Papel, tamaños y pesos con equivalentes, libras a kilos, pulgadas a centimetros. [English-Spanish] 48 p. D c. '20 N. Y., International Cable Directory Co., 17 State St. $2 n.

Kidd, Frank

Common infections of the kidneys; with the colon bacillus and allied bacteria, based on a course of lectures delivered at the London hospital; with an additional lecture on the Bacteriology of the urine by Philip Panton. 20+332 p. il. pls. O N. Y., Oxford Univ. Press $7.25

Kohut, Alexander

The ethics of the fathers; ed. and rev. by Dr. Barnett A. Elzas; with a memoir and appreciations by various writers. 90+127 p. front. (por.) D N. Y., Publishers Printing Co., 207 W. 25th St. priv. pr.

Lincoln, Walter Gould, comp.

Business men's laws of California; comp. from statutes and court decisions. 392 p. O [c. '20] Los Angeles, Cal., Kellaway-Ide Co. $4.50 n.

Love, Albert D., and Davenport, Charles Benedict, comps.

Defects found in drafted men; statistical information compiled from the draft records showing the physical condition of the men registered and examined in pursuance of the requirements of the selective-service act; prepared under the direction of the surgeon general, M. W. Ireland. 1663 p. front. (col. fold. chart) tabs. Q (War Dept., 1920) Wash., D. C., Gov. Pr. Off., Supt. of Doc. buck. $2.50

Norris, Frank, i. e., Benjamin Franklin
McTeague; a story of San Francisco. 442 p. D '20 c. '99 Garden City, N. Y., Doubleday, Page $1.25 n.
The romance of a charlatan, who practiced dentistry among the poor.

Moran of the Lady Letty; a story off the California coast. 298 p. D '20 c. '98 Garden City, N. Y., Doubleday, Page $1.25 n.
The adventures of a society man of San Francisco who was shanghaied.

The octopus; a story of California. 652 p. front. (map) D (The epic of the wheat) '20 c. '01 Garden City, N. Y., Doubleday, Page $1.25 n.
The story of the growing of the wheat and the fight of the ranchman against the coming of the railroad.

The Pit; a story of Chicago. 421 p. D (The epic of the wheat) '20 c. '03 Garden City, N. Y., Doubleday, Page $1.25 n.
The story of the selling of the wheat in the Stock market. The author planned "The Trilogy of the Wheat," the 3rd volume was to have been called "The Wolf, a Story of Europe," but he died shortly after he had began writing it. All of these books have been out of print many years.

Oakley, Rev. G. R.
Our Father's house; talks to boys and girls about their church. 12+116 p. D Milwaukee, Wis., Morehouse Pub. Co. $1.80

Old (The) book and its decoration; from the XV to the XIX century; book printing, book illustration and bindings; [for artists, illustrators, designers of book plates and book covers, collectors, reference libraries and schools]. no paging il. pls. part col.) F N. Y., The Architectural Bk. Pub. Co., 31 East 12th St. $24

Peck, W. G.
From chaos to catholicism. 251 p. D N. Y., Macmillan $3 n.
Partial contents: Mr. G. K. Chesterton and the return to sanity; Monsignor R. H. Benson and the case for Rome; The free Catholic movement: Methodism in the new age. Index.

Pushkin, B. G.
Boris Godunov. 111 p. O (Oxford Russian plain texts) N. Y., Oxford Univ. Press $1.15

Randolph, Berkeley William
The coming of the Lord; meditations on the Advent and kindred topics. 12+84 p. S Milwaukee, Wis., Morehouse Pub. Co. $1.05

Raymond, Charles Harvey
Modern business writing; a study of the principles underlying effective advertisements and business letters. 476 p. O c. N. Y., Century Co. $2.40 n.
Various phases of the selling appeal in letters, such as proof, persuasion, inducement, the "clincher" and follow-up letters. Every day business correspondence is also considered.

Riley, James Whitcomb
A host of children; il. by Ethel Franklin Betts. 160 p. col. pls. Q c. '20 Indianapolis, Ind., Bobbs-Merrill $3.50 n.
Riley child-rhymes; il. by Will Vawter. 17+188 p. pls. D [c. '20] Indianapolis, Ind., Bobbs-Merrill $2 n.

Roberts, Jay Gilbert
Manual of bacteriology and pathology for nurses. 3rd ed., thoroughly rev., 215 p. pls. (part col.) D c. '20 Phil., Saunders $2 n.

Rogers, Clement F.
Pastoral theology and the modern world. 7+176 p. O N. Y., Oxford Univ. Press $2.50 n.

Ryan, John Augustine, D.D.
Social reconstruction. 242 p. D c. '20 N. Y., Macmillan $2.50 n.
An interpretation of the program for reconstruction issued by the four Catholic bishops early in 1919.

Sanders, E.
A child's religion; with preface by the Rev. Canon A. A. David. 8+98 p. S Milwaukee, Wis., Morehouse Pub. Co. pap. 90 c.

Saunders, Kenneth James
Gotama Buddha; a biography; based on the canonical books of the Theravadin; [introd. by Galen M. Fisher]. 12+113 p. front. (map) D c. '20 N. Y., Assn. Press $1.50 n.
Partial contents: Gotama at the height of his power; The old age and death of Gotama; Gotama as teacher.

Seymour, Flora Warren
William De Morgan; a Post-Victorian realist; a study of the personality of De Morgan as shown in his writings. 72 p. front. (facsm.) O (The Bookfellows' ser.) c. '20 Chic., The Bookfellows bds. $1.25; special pap. $1.50

Moorman Manufacturing Co.
Moor man's hog book; a treatise on the origin, care and treatment and diseases of swine. 108 p. pls. O [c. '20] Quincy, Ill., Moorman Mfg. Co. pap. gratis

Morehouse, William Russell
Bankers' guide book; comprising 1190 questions and answers [with references] on legal banking problems and bank business-building methods; legal questions certified by John Edson Brady. 287 p. D [c. '20] Los Angeles, Cal., Bankers' Service Co. $3

Peterson, Mrs. Frederick
Rhymes of Cho Cho's grandma; il. by Jessie Gillespie. 19 p. col. il. D [c. '20] N. Y., Child Health Organization of America, 156 5th Ave. pap. 30c.

Phillips, Schuyler V.
The poet's memories; and poems of inspiration. 9+22 p. S c. '20 Parsons, Kas., [Author], Box 593 pap. 75 c.

Pittsburgh Iron & Steel Foundries Co.
Adamite in the world's work. no paging il. pls. D [c. '20] Pittsburgh, Pa., Pittsburgh Iron & Steel Foundries Co. pap. gratis

Ramsay, A. Maitland
Clinical ophthalmology for the general practitioner; with foreword by Sir James Mackenzie. 20+500 p. pls. (part. col.) O N. Y., Oxford Univ. Press $16.50

Scott, James Brown
The United States of America; a study in international organization. 10+605 p. O Wash., D. C., Carnegie Endowment for International Peace gratis

Temple, Ronald
The message from the king's coffer. 7+157 p. il. O Sausalito, Cal., The Temple Co. $5

Tennant, A. M.
A little Princess; an allegory on the Eucharist for children. 8+102 p. il. O Milwaukee, Wis., Morehouse Pub. Co. $2.25

Thomas Hamerken à Kempis
Of the imitation of Christ; four books; the "Edith Cavell" ed., with an introd. by the Right Rev. Bishop Herbert E. Ryle. 28+229 p. front. (facsm.) S (The world's classics, 49) N. Y., Oxford Univ. Press $1 n.; mor. $1.75 n.

Thompson, Charles B.
Mental disorders briefly described and classified. 48 p. O c. '20 Balt., Warwick & York, 10 East Centre St. pap. 75 c. n.

Thompson, Vance Charles
Live and be young. 13+173 p. D c.' 20 Garden City, N. Y.. Doubleday, Page & Co. $1.25 n.

Toulmin, Harry Aubrey
How to keep invention records; together with an explanation of the nature of industrial property; with an introd. by James T. Newton. 11+85 p. forms D c. '20 N. Y., Appleton & Co. $2 n.

Underhill, Ruth Murry
The white moth [a novel]. 307 p. D c. '20 N. Y., Moffat, Yard & Co. $2 n.

Van der Bent, T. J.
The hygiene of man's dwelling. no paging pls. plans F N. Y., Architectural Bk. Pub. Co. $13.50

Vaquex, H.
The heart and the aorta. [Radiology.] 256 p. pls. O New Haven, Conn., Yale Univ. Press pap. $6

Varesi, Gilda, and Byrne, Dolly
Enter madame; a play in 3 acts; introd. by Alexander Woollcott; front. by W. T. Benda; [il. from the play, as produced in New York]. 27+177 p. por. pls. D c. N. Y., Putnam bds. $1.75 n.

Walsh, Thomas, comp.
Hispanic anthology [verse]. 12+779 p. pls. S (Hispanic Society pub.) c. '20 N. Y., Putnam $5 n.

White, Charles Joyce
The elements of theoretical and descriptive astronomy; for the use of colleges and academies; 8th ed., rev. by Paul P. Blackburn. 11+309 p. il. pls. O [c. '69-20] N. Y., Wiley $3 n.

White, Eliza Orne
The strange year; il. by Alice B. Preston. 4+146 p. col. front. D [c. '20] Bost., Houghton Mifflin $1.65 n.

White, Stanford
Sketches and designs; with an outline of his career by his son, [Lawrence Grant White]. no paging col. front. pls. (part tinted) F N. Y., Architectural Bk. Pub. Co. $13.50

Wells, Harry Gideon
Chemical pathology; being a discussion of general pathology from the standpoint of the chemical processes involved. 4th ed., rev. and reset. 695 p. O c. '20 Phil., Saunders $7 n.

Wilbur, Harriette
Bird gossip. 279 p. col. il. O c. '20 Phil., Geo. W. Jacobs & Co., 1628 Chestnut St. $3

Williams, Blanche Colton
Our short story writers. 351 p. D c. '20 N. Y., Moffat, Yard & Co. $2 n.

Williamson, Claude C. H.
Writers of three centuries. 515 p. Q c. '20 Phil., Jacobs $2.50

Withington, Robert
English pageantry; an historical outline. v. 2. 441 p. il. Q c. '20 Cambridge, Mass., Harvard Univ. Press $6 n.

Woodberry, George E.
Heart of man and other papers. 323 p. D c. '20 N. Y., Harcourt, Brace & Co. $3 n.

Wright, Isa L.
Trails to Wonderland; with il. by Harold Cue. 4+157 p. col. front. pls. D Bost., Houghton Mifflin $1.75 n.

Sherman, Frederic Fairchild
Albert Pinkham Ryder. 78 p. col. front. pls. O N. Y., [Author], 1790 B'way priv. pr.

Smith, Guy Carlton
Farmers' co-operative associations in Pennsylvania under the law of 1919. 23 p. O (Bull., v. 3, no. 10, gen. bull. no 341, Bu. of markets) Harrisburg, Pa., Dept. of Agriculture pap. gratis

Sonnett, Alfred, pseud. [Dr. Alfred A. Herzfeld]
Tag und nacht; gedichte. 258 p. D c. '20 N. Y., Emil Herzfeld, 117 W. 111th St. $3

Still, George Frederic
Common disorders and diseases of childhood. 3rd ed. 16+845 p. O N. Y., Oxford Univ. Press. $8

Stoller, James Hough
Glacial geology of the Cohoes quadrangle. 5+47 p. il. pls. fold. map (in pocket) O Albany, N. Y., The Univ. of the State of N. Y. pap. 25 c.

Tod, James
Annals and antiquities of Rajasthan; or, The Central and Western Rajput estates of India; ed. with an introd. and notes by William Crooke. 3 v. 70+588; 30+668; 22+606 p. il. maps O N. Y., Oxford Univ. Press $23.65; India pap. $28.35

Vinogradov, Sir Pavel Gavrilovich
Outlines of historical jurisprudence; v. 1, Introd.; Tribal law. 9+428 p. O N. Y., Oxford Univ. Press $8

Wear, Luther Ewing
On self-dual plane curves of the fourth order. various paging diagrs. O Balt., Johns Hopkins Univ. Press pap. 25 c.

Wheeler, Martha Thorne
Indexing; principles, rules and examples. 3rd ed., rev. 3+76 p. O (Bull. no. 701) Albany, N. Y., The University of the State of N. Y. pap. 50 c.

The Publishers' Weekly

62 West 45th Street, New York

Subscription Rates

In Zones 1, 2, 3, 4, and 5 .....$6.00
In Zones 6, 7, and 8 and Canada $6.50
To foreign countries $7.00

Single copies, 15 *cents.* Educational Number, in *leatherette,* $1.00; Christmas Bookshelf, 25 *cents.*

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Front section (full pages only) $60.00
Back Section—
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Half page 30.00
Quarter Page 15.00
Eighth Page 7.50

The above rates are unspecified positions. Special rates for preferred positions.

Higher rates for the Summer Reading, Educational Number and Christmas Bookshelf, and *for the monthly* Book Review *supplement sections.*

Advertising copy must reach us Monday noon—earlier if proof is desired out-of-town. Forms close Wednesday night.

Under the headings of "BOOKS WANTED" *and* "BOOKS FOR SALE" *subscribers are charged* 15c *a line (no charge for address); non-subscribers* 20c *a line, address extra. Bills for this service will be rendered monthly. Objectionable books are excluded as far as they are noted.*

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] *after their firm name. The appearance of advertisements in this column, or elsewhere in the* WEEKLY *does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.*

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY *is not responsible for errors. Parties with whom there is no account must pay in advance.*

Under "HELP WANTED" or for other small undisplayed advertisements, the charge is 20 cents a nonpareil line. No reduction for repeated matter. Count seven words to the line.

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The Next "Outstanding" Number

The PUBLISHERS' WEEKLY for February 12th will be the Travelers' Number, filled with personal sketches and portraits of travelers and buyers, lists of department stores having book sections, news about the forthcoming spring books of all publishers, etc., etc.

Material for the reading columns should be sent in at once. Advertisements also, should reach us early, in order to submit proofs.

Many extra copies of this special number are mailed to buyers for personal use. It is one of our issues that is preserved for reference thruout the year.

The Publishers' Weekly

Rare Books, Autographs and Prints

THE demand for rare autograph letters and manuscripts in England and America continues active and prices high.

The English booksellers are paying more attention to modern authors in their catalogs than formerly. The demand for first editions of Stevenson still seems to lead.

It is reported that there is a decided falling off of rare books coming into the London auction market. There is still much material to catalog, and the auction houses will be busy for a long time but the rush is beginning to wane.

The Knoedler Galleries are having an exhibition of the etchings of Zorn which includes a number of rare states and little known plates. There is the first plate of Gerda Grenberg from which only two impressions were printed. The sculptor Hasselberg at work is a plate from which only eight or ten plates were printed and the Etude de Modele is said to have yielded only fifteen impressions.

The home of Charles Dickens in boyhood in Johnson Street is to become a library for London boys. It has been planned to turn the square surrounding the house into a park with the house itself a place, as the bulletin reads, "where nothing shall be comfortable for grown-ups but where there will be everything in the way of books and reading to make children under fourteen bright and happy."

Walter M. Hill, the Chicago rare book dealer, has issued a catalog of first and rare editions of Edward Fitzgerald with some first editions of modern authors. The first edition of Fitzgerald's translation of the "Rubaiyat of Omar Khayyám"—one of the greatest rarities of the Victorian period—in wrappers is listed at $1,200 and in a fine modern binding at $900.

The second and final portion of early English works on theology and divinity from the library formerly at Britwell Court, the property of S. R. Christie-Miller, will be sold at Sotheby's, in London, January 30. This part has 550 lots and includes some of the earliest editions of any portions of the Scriptures printed in English on English ground, with notable works by Miles Coverdale, Erasmus, John Fisher, Bishop of Rochester, Patrick Hamilton, the first Scots reformer, John Hooper, Bishop of Gloucester, John Knox, Martin Luther, Sir Thomas More, William Tyndale, and other famous controversialists of the Reformation period.

Books, broadsides and documents of American historical interest, including the library of Henry W. Moeller, of this city, and important government publications of the New Hampshire Historical Society, will be sold at the American Art Galleries February 1 and 2. The catalog contains 1332 lots all of which are of interest and some of which are rare. Much Americana is now passing thru the auction room and, altho prices are higher than they have ever been before, great advances are sure to be made during the next decade. This is a time of great opportunity for the wide-awake and intelligent collector.

Russian men of letters and science in northern Russia are said to be subject to great privation and limitation. Their chance of earning a livelihood is gone and the libraries upon which they depended in many cases have been destroyed. Books since the beginning of the war are unprocurable. It is impossible for them to keep in touch with modern thought and progress. They are not in condition to buy books outside of Russia or be sure of delivery if they had the money to pay for them. British literary and scientific workers are taking the matter up with the Bolshevik government to determine if anything can be done to assist students and scholars in Russia.

The press upon which the later books, pamplets and leaflets of the Daniel Press was printed has been presented to the Bodleian Library by Mrs. Daniel, and the work of this famous private press will be continued at Oxford. Thus Oxford has not only one of the greatest university presses in the world but a private press of distinction. A "Bibliography of the Daniel Press" with a memoir of its founder, is in preparation and it is said that it will be the first book to be printed inside the walls of the Bodleian. A good bibliography will do much to interest collectors in the publications of this press—one of the most interesting of all private presses.

A writer in the literary supplement of the London *Times* has some interesting facts to relate concerning the history of the English periodical press whose tercentenary falls this year. The Dutch printers of Amsterdam, it is believed, were the first to issue periodicals in English. These early publications were called "corantos," and the only doubt is whether the one dated December 20, 1620, was the first of its kind. It was not until five years later that an advertisement appeared. In 1653 trade advertising began. The political editorial appeared in the *Parliament Scout* in 1643. The beginning of the illustrated periodical dates from the same year, when the *Mercurious Civicus*, adorned with woodcuts, was issued. It was Defoe who introduced the first serial story and the consequences were curious: "Robinson Crusoe" was printed in 1719 in the Original *London Post*, and as a result the periodical itself has vanished. Only the torn

out portions of "Robinson Crusoe" remain for this year.

Persian and Indian miniatures, Persian lacquer book covers and mediaeval illuminated manuscripts, the property of various consignors, will be sold at Sotheby's, in London, February 8. The illuminated manuscripts include fourteenth, fifteenth and sixteenth century work by both French and Italian scribes and artists. An unfinished French Horae is specially interesting to students of mediaeval art as revealing the secret of its production. It appears that the writing was first completed, the sheets were then placed in the hands of a designer of borders. and when the design was completed the gold was put on. Then the other colors of the border were added. Finally the miniaturist (who was a different craftsman from the painter of the borders) did his work. On six pages of this manuscript the work has stopped part way with the laying on of the gold, but the pen and ink design shows plainly the treatment intended.

The Anderson Galleries were the first to resume sales after the holidays. Selections from the library of Emerson Chamberlain, of Summit, N. J., with additions, were sold on January 5, 6 and 7. Altho the sale was not an important one, the result was watched with interest by collectors and dealers as an indication of market conditions. Prices fluctuated somewhat; there were occasional bargains; but, on the whole, the result, especially for the grade of books being sold, was very satisfactory. A good copy of Cicero's "Cato Major," bound by Morell, printed by Benjamin Franklin in 1744, brought $105; Lafcadio Hearn's "Stray Leaves from Strange Literature," 1884, $29; Irving's "History of New York," with rare view, 1809, $82.50; a complete set of the "Library of Old Authors," 56 vols., half morocco, London, 1856-64, original issues, $52.50; "The Heptameron" by Margaret Queen of Navarre, 5 vols., with the Freudenberg plates, London, 1894, $32.50; O. Henry's "Cabbages and Kings," 1904, $31; and "The Four Million," 1906, by the same author, $16; Mirick's "History of Haverhill, Mass.," 1832, partially compiled by Whittier, $23. Some of the more common first editions of American authors sold for very low prices.

A department of the New York Public Library which serves thousands in the course of the year, is the photostatic department in which a picture, a sheet of music, a document or a page of an old book may be reproduced for a trifling sum. Photostatic copies are cheaper than photographic copies because the work is done without the use of films or plates. The big cameras in the photostatic room differ from ordinary cameras in the fact that there is a prism on the lens, which, instead of photographing the subject to be reproduced, reflect it back on the sensitized paper. In the photostat negative the color values are reversed, a page of black type on a white page appears as white letters on a black background; the position shown is exactly as in the original, the prism before the lens preventing the reversing of the subject. Owners of rare and valuable books which have suffered the loss of a page or pages have had recourse to the photostat to reproduce the missing pages from a volume in the library's collection. The photostat was first established in the library in December, 1912, and 511 orders were handled the first year. In 1919, the figure reached over 5,000 and last year will show a still higher total.

F. M. H.

Auction Calendar

Tuesday afternoon, January 18th, at 2:30 o'clock. A reader's library from Illinois. (No. 173; Items 360.) The Walpole Galleries.

Monday and Tuesday afternoons, January 24th and 25th. Library sets, English literature, books on art, pottery, furniture, including the literary property of the late Mrs. Franklin Bartlett of New York City; also, a collection of bookplates gathered by the late Dr. Henry C. Eno. (Items 437.) The American Art Association.

Tuesday afternoon and evening, January 25th. Notable sets in fine bindings, historical and literary writings of English, American and French XIXth Century men of letters in bindings by Sangorski & Sutcliffe, Zaehnsdorf, and Rivière; the magnificent private library of George W. Thompson, Esq., of New York City. (Items 382.) The American Art Association.

Monday evening, January 31st. Americana Rarissima, Colonial, French and Indian war, Revolution war of 1812, California and the early West, including some hitherto undescribed items; also the folio edition of Audubon's birds; a notable selection of historical books, tracts, broadsides, letters, including a consignment from P. K. Foley, Esq., of Boston, Mass. (Items 273.) The American Art Association.

Tuesday and Wednesday afternoons and evenings, February 1st and 2nd. Books, broadsides, documents, French and Indian war, Revolution, War of 1812, Colonial and later laws and mss. documents, early almanacs, chap-books, poetry, plays, New York views and currier lithographs, California, early West and other items of American historical interest, including the library of Henry N. Moeller of New York and important government publications from the New Hampshire Historical Society. (Items 1332.)

Catalogs Received

Americana, rare Colonial tracts, scarce Indian items, including Hoyt's Antiquities, Bouquet's Expedition, 1766, Smith's Captivity, 1834, Kentucky, Lincoln Cartoons, Revolution, The South and Many Out-of-the-Way Western items. (No. 11; Items 792.) Smith Book Co., Suite 914, Union Central Bldg., Cincinnati, Ohio.

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The Weekly Book Exchange

Books Wanted and For Sale

BOOKS WANTED

Aldine Book Co., 436 Fourth Ave., Brooklyn, N. Y.
Alabama Historical Soc., vols. 1, 3, 5.
American-Irish Hist. Soc., 4, 5, 7, 14.
Annals of Iowa, for April, 1895.
Arkansas Hist. Soc., odd vols.
Bancroft, History California, 6, 7, and set.
Catholic Hist. Record, vols. 1, 8 and other odds.
Charleston Year Book, set.
Mississippi Hist. Soc., 1, 2, 12, 15, etc.
N. Y. Hist. Assn., vols. 4, 15, etc.
N. Y. Hist. Soc., 1904, 1914.
Talbot County, Md., 2 vols.
Other Historical vols., odds or sets.

Wm. H. Allen, 3417 Walnut St., Philadelphia
Swift, Bohn Library, odd vols.
Milton, Pros, Bohn Library, set.

American Baptist Pub. Society, 514 N. Grand Ave., St. Louis, Mo.
Furnishing for Workers, Munhall.

Wm. H. Andre, 607 Kittredge Bldg., Denver, Col.
Memorial ed., Hubbard's Little Journeys, describe, binding.

Arcade Book Shop, 223 N. 8th St., St. Louis, Mo.
Dorcas, Kouns.
Adams, Songs of the Army of the Night.

Wm. Ballantyne & Sons, 1409 F St. N.W., Washington, D. C.
Abbott, Study in Human Nature, 2 copies.
Innes, Ten Tudor Statesmen.

Baptist Standard Pub. Co., 701 Slaughter Bldg., Dallas, Tex.
Christmas Evans, Life and Sermons.

A. S. Barnes Co., 30 Irving Place, New York
House in the Woods.
Island Cabin.
Love Story of Abner Stone.

N. J. Bartlett & Co., 37 Cornhill, Boston
The Mind and the Brain, Cates.

A. A. Beauchamp, 603 Boylston St, Boston
Beacon Lights of History, Lord.
Golden Precepts, Prince Albert, Scribner, 1876.
Bible Lights ed. R. Douglass.
Chas. Babbage, Ninth Bridgewater Treatise.
Day of Dogma, McNeil Wigglesworth, 1692.
Cambridge Miscellany, Astronomy, Boston.
Theory of Colors, Goethe.
Science & Health, eds. from 1875 to 1890.
Christian Science Journal, 1883-1900.
Human Life Magazine, Boston, 1907.
The Loyalists of Massachusetts, Stark.

C. P. Bensinger Code Book Co., 13 Whitehall St., New York
Meyers 39th Edition Cotton Code.
A B C 5th A1 Telegraph Code.
Liebers Standard Code.
Pocket Edition Western Union, Universal.
Kellys, Thomas Directories.
Any American-Foreign Language Code.

W. Beyer, 207 Fulton St., New York
Dixon, Vanishing Race.
Jewish Encyclopedia.
Ross, Lives of Early Medici.
Schnabel, Metallurgy.

Arthur F. Bird, 22, Bedford St., Strand, London, W.C.
Pacrette, Art of Canning.

Bobbs-Merrill Co., Indianapolis, Ind.
The Little Brown Jug at Kildare, Meredith Nicholson.
The Cheerful Blackguard, by Roger Pocock.
Two in a Zoo, by Curtis Dunham and Oliver Herford.

The Book Exchange, 137 Seneca St., Buffalo, N. Y.
The Art of Magic, Downs, 1910 ed.
Up His Sleeve, Breunel White.

Brentano's, Fifth Ave. & 27th St., New York
Jurgen.
Harriet Wilson.
Life of Queen Caroline.
Pagan Poems, George Moore.
Mike Fletcher, George Moore.
Hazlitt, set in Den ed.
Calderon, Fitzgerald trans.
Salmon and Trout Fishing, Dean Sage.
Supplementary Nights of the Arabian Nights, Burton trans.
Nana, Vizetelly ed.
Life of a Fox Hound, Mills.
Reminiscences of a Huntsman, Gilliard.
Life of a Fox.
Bouchere on Horsemanship.
Fillis on Horsemanship.
Barber's American Porcelain.
Barber's American Glass.
Statesmen's Year Book, 1913.
American Turf Register and Sporting Magazine, 1829 to finish.

Bridgman's Book Shop, 108 Main St., Northampton, Mass.
Bradford's History of the Plymouth Plantation, Facsimile ed.
Complete Mineral Catalogue, Foote.
With Pen and Ink, James Hall.
On Building a Theatre, Irving Pichel.

Albert Britnell, 815 Yonge St., Toronto, Can. [Cash]
Reade's Martyrdom of Man, old ed. preferred, 1872.

John S. Brownne, 17 W. 43rd St., New York
Galen, Claudius, Opera Omnia Editionem Curavit, Carolus Gottlieb Kuhn, Lipsie, 1821-33, 20 vols., 8vo, Greek and Latin text.

Brown University Library, Providence, R. I.
Horseshoe Robinson, J. P. Kennedy, Putnam's.
College Annual Guide, H. P. Ward, Champlin Press.

Burgersdijk & Niermans, Leyde, Hollande
Correction a. prevention, N. Y., 4 vols.
Harvard Theolog. Review, 1916, a. follow.
Princeton Theolog. Review, vol 16, a. follow.
Review of Theology a. Philosophy, vol. 11 a. follow.

W. A. Butterfield, 59 Bromfield St., Boston
The Story the Keg Told to Me, H. H. Murray.

Campion & Co., 1313 Walnut St., Philadelphia
Bard of the Dimbovitza, Carmen Sylvia.
Parker's Cheerful Smugglers.

C. N. Caspar Co., 454 E. Water St., Milwaukee, Wis.
Babson, Stocks and Bonds.
Gathmann, American Soaps.

Geo. M. Chandler, 75 E. Van Buren St., Chicago
Daudet, Sappho, Old Routledge Illus. ed.
John Paul Jones, Sherbourne.
John Paul Jones, anything about him.
Any books about the sea, ships, shipwrecks, buccaneers, etc.
Chamberlain, Emmanuel Kant, 3 vols., Lane.
Guest, Edgar, Breakfast Table Chat.
Drake, Sir Francis, Anything about him.

BOOKS WANTED—Continued

George M. Chandler—Continued

Suetonius, Lives of the Caesars, Tudor trans.
Farr, Ancient Ships.
Pocock, Work on Horses.
Weale, Indiscreet Letters from Pekin.
Beazley, Exploration in Middle Ages.
Martineau, Retrospect of Western Travel, 3 vols., 1838.
Keppel, Golden Age of Engraving.
Franklin, Autobiography, H. M. & Co., Limited ed.
Williams, On Many Seas.
Treves, Cradle of the Deep.
Shepherd, Historical Atlas, Holt.
Seton-Thompson, Art Anatomy of Animals.
Prentiss, S. S., Speeches, 2 vols.
Middleton, Embers, Holt.
Mencken, American Language.
Mencken, Ventures into Verse.
Mencken, Man versus Men.
Mackay, Extraordinary Popular Delusions, 3-vol. ed.
McConaughty, Madame X.
Hough, Story of the Outlaw.
Hobson, Chinese Porcelain, 2 vols.
Hearn, Interpretations of Literature, 2 vols.
Head, A Notable Law Suit.
Hall, Pedigree of the Devil.
Halford, Development of the Dry Fly.
Glover, Life and Letters in 4th Century.
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BOOK REVIEW

FEBRUARY, 1921

FROM "CALIFORNIA TRAILS" BY TROWBRIDGE HALL. MACMILLAN CO.

THE PUBLISHERS' WEEKLY
January 15, 1921

As Life Goes On Behind The Scenes

KALEEMA

By MARION McCLELLAND

THIS is the love story of Kaleema, who gambled with Fate for a home and happiness.

A home! No one realizes more poignantly than a traveling actress with the heart of a mother and a housewife how magnificent that word is in its promises.

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A Hit of the English Season

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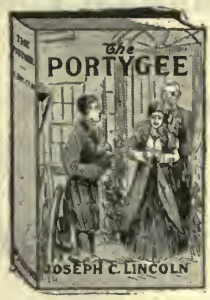

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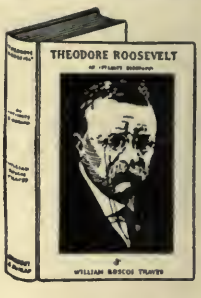

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While this selected list of books cannot include all the most worth-while current publications, the converse is true—that all books listed in it are, for one reason or another, significant. Not only private buyers, but neighborhood libraries and reading clubs —which often must buy carefully—will find it of value in making selections for purchase.

FICTION

Entertaining Novels Thar Are Selling Well

THE THREAD OF FLAME. By Basil King. 350 p. illus. D *Harper* $2
The love story of a man who lost his identity.

THE VALLEY OF SILENT MEN. By James Oliver Curwood. Illus. by Dean Cornwell. 298 p. D *Cosmopolitan Bk.* $2
A stirring tale of hardihood, daring, and love set in the Canadian Northwest.

BLACK BARTLEMY'S TREASURE. By Jeffery Farnol. 376 p. D *Litt., B.* $2.15
The romantic adventures of treasure seekers on a quest for hidden fortune.

A POOR WISE MAN. By Mary Roberts Rinehart. 399 p. D *Doran* $2
The labor problem as a background for a delightful love story.

THE TOP OF THE WORLD. By Ethel M. Dell. 571 p. D *Put.* $2
A story of passionate love and intrigue in a South African setting.

THE TRUMPETER SWAN. By Temple Bailey. Illus. by Alice Barber Stephens. 386 p. D *Penn* $1.90
A pleasing romance presenting a bred-in-the-bone Virginian hero and heroine of spirit and charm, the center of a group of attractive Southerners.

NO DEFENCE. By Gilbert Parker. Illus. by C. D. Williams. 347 p. O *Lipp.* $2
A romantic tale of an Irish gentleman and his love, staged in Ireland, England, the West Indies, and America in the days of the French Revolution.

ERSKINE DALE, PIONEER. By John Fox, Jr. Illus. by F. C. Yohn. 255 p. D *Scrib.* $2
A tale of color, charm and thrill of southern pioneer folk of Revolutionary times.

More Serious Novels

THE AGE OF INNOCENCE. By Edith Wharton. 360 p. D *Apltn.* $2
A brilliant re-creation of the New York of the '70's.

MAIN STREET. By Sinclair Lewis. 451 p. D *Harcourt* $2
The vividly realistic story of the encounter of an idealistic young college-bred woman with small-townism, set in Minnesota but universally true.

HUNGER. By Knut Hamsun. Trans. from the original by George Egerton. 279 p. O *Knopf* $2.50
A relentlessly detailed chronicle of the thoughts, emotions and actions of a starving man by the winner of the Nobel prize for literature for 1920.

POTTERISM. By Rose Macaulay. 237 p. D *Boni & L.* $2
A clever and witty English novel, a portrayal of philistinism in modern society, directing its chief attack against the popular newspaper.

THE CAPTIVES. By Hugh Walpole. 474 p. O *Doran* $2
The story of the struggle of two rather ordinary middle-class young people to escape from the shackles of the cramped religious atmosphere in which each had been reared.

MOON-CALF. By Floyd Dell. 394 p. D *Knopf* $2.25
A significant first novel of the biographical type portraying the reactions to life in the middle west of a youth of humble origin, a dreamer and idealist.

CALIBAN. By W. L. George. 419 p. D *Harp.* $2
A condemnation of the blind, mistaken spirit of materialism of the age, conveyed thru the story of the rise of a yellow journalist.

CAPTAIN MACEDOINE'S DAUGHTER. By William McFee. 348 p. O *Doub., P.* $1.90
The story of a girl of questionable antecedents, a compelling book pervaded with the haunting mystery of the sea.

MARY WOLLASTON. By Henry Kitchell Webster. 372 p. D *Bobbs-M.* $2
A tremendously real picture of a fine sensitive type of present-day young woman.

NON-FICTION

THE OUTLINE OF HISTORY. By H. G. Wells. 2 v. 667; 686 p. O *Macm.*
A subtly written philosophic discussion and an interpretation of the facts of history from Wells' viewpoint.

THE LETTERS OF WILLIAM JAMES. Ed. by his son, Henry James. 2 v. illus. 348; 382 p. illus. O *Atlantic* $10
Letters revealing the human being James as well as James the thinker.

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A masterpiece of poetry fiction dissecting a woman's soul.

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The diary of a little girl during her sixth and seventh years revealing her joyous response to the world of nature.

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ROAMING THROUGH THE WEST INDIES. By Harry A. Franck. 486 p. 121 illus. from photos. by the author. O *Cent.* $5
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Book Chat of the Month

A PICTURESQUE BIT OF QUAINT NEW ORLEANS
FROM "OLD FAMILIES OF NEW ORLEANS AND THEIR HOMES" BY GRACE KING
The Macmillan Company

JUST NOW when northerners are escaping from furnace problems to balmy southern resorts, comes a book to help one understand the charm of that fascinating city of New Orleans. A city owes its personality as much to its founders as to its geographical peculiarities. The old families of New Orleans came from France and Spain and brought with them the hereditary qualities of their old world ancestors. Grace King, author of "De Soto and His Men in the Land of Florida" simply and tactfully tells the story of these old families—how they faced trials and revolution when necessary, yet found time for the lighter social diversions—in "Old Families of New Orleans and their Homes" (Macmillan). Readers interested in old-time architecture will enjoy the illustrations of quaint old homes.

IN "JACOB'S LADDER" (Little, Brown), E. Phillips Oppenheim has forsaken his favorite motif of international intrigue. He chooses for his hero in this new tale a middle-class Englishman who, because of his own bitter experience, decides to devote his life and suddenly acquired fortune to helping the under dog. Mr. Oppenheim relates the adventures of Jacob in attempting to get the better of the sharp-witted who prey upon people of small means, with his characteristic facility for story-telling.

A NEW MYSTERY story by Mary Hastings Bradley engages a young Italian beauty in a train of adventures and complications which terminate in the finding of an American husband. "The Innocent Adventuress" (Appleton) promises as many thrills as the author's "The Fortieth Door" and her other mystery stories.

REVERSING THE usual order of procedure, two new novels (Putnam) appear this month which owe their origin to two popular plays of the season presented on the New York stage. Gilda Varesi, who has been playing the leading rôle in "Enter Madame," has novelized the play, under the same name in collaboration with Dolly Byrne. "The Bad Man," Porter Emerson Browne's Mexican play, in which Holbrook Blinn is starring, has been novelized by Charles Hanson Towne, formerly editor of *McClure's Magazine*. Mr. Browne has just returned from Europe, where he has been doing important work for Hoover in no less than six countries, to find his play still running successfully.

HOLBROOK BLINN IN "THE BAD MAN" NOVELIZED BY CHARLES HANSON TOWNE
G. P. Putnam's Sons

MAURICE LEBLANC, creator of the famous Arsène Lupin, has written a new novel in an entirely new vein. "The Eyes of Innocence" (Macaulay) is the story of a beautiful and mysterious young woman whose protection against the snares of the world is her innocence and purity.

"WEST INDIES, Ho!" has been of late an oft-repeated cry with winter travelers. Harry Franck in his "Roaming Through the West Indies," has brought those fascinating islands nearer, and now Philip S. Marden, in "Sailing South," (Houghton Mifflin) shows what a fine outing he enjoyed in West Indian ports. The book is not weighted with facts and dates, but contains plenty of essential information for the prospective traveler.

COMPLAINTS of the non-availability of the novels of Frank Norris which have not lost their popularity in the twenty odd years since their publication have been answered by the reprinting by Doubleday, Page of the following four in uniform binding: "The Octopus," "The Pit," "McTeague" and "Moran of the Lady Letty."

THE RESEARCH SECRETARY of the National Child Welfare Association, Mary S. Haviland, has brought together some of the results of her varied experience in "Character Training in Childhood" (Small, Maynard). In a direct and entertaining style she answers the ever-puzzling question of how to bring up children.

IF CALIFORNIA is your winter destination, with you should go a copy of "Californian Trails, An Intimate Guide to the Old Missions," by Trowbridge Hall (Macmillan). The author knows the missions, the roads, the country and the people. The cover of the present issue is a reproduction of one of the many interesting and picturesque photographs from which the book is illustrated.

"YOU CAN'T hide behind a letter. It shows *you* whether you want it to or not. Let it show you at your best," is a bit of advice from "The Business Man's Dictionary" (Doubleday, Page), an office reference book for the writing of effective business letters. Another new publication in this field is "Modern Business Writing" by Charles H. Raymond, of the University of California (Century). It is a careful study of the psychology of business writing and makes much of the practical application of principles.

ELSIE SINGMASTER has won laurels as a sympathetic portrayer of Pennsylvania Dutch character and life. Her new novel, "Ellen Levis" (Houghton Mifflin), begins in the picturesque and fast decaying colony of Seventh Day Baptists in Pennsylvania. It is the story of an eager young girl who found she must break away from the narrowness and prejudices with which she was surrounded in the home of her fanatical grandfather.

YOUNG MEN and women seeking their life work in the church will find help in Leonidas W. Crawford's "Vocation Within the Church" (Abingdon). The author discusses the various vocations connected with the ministry of preaching, the ministry of education, the ministry of medicine, the ministry of publication, and of social service.

ALTHO "DEBATABLE GROUND" (Knopf) introduces a young English novelist, G. B. Stern, to America, it is by no means a first novel. Miss Stern, in her new book, makes distinct a great variety of characters. She writes cleverly around the theme that modern laxity has rendered reaction necessary.

F. STURGES ALLEN completed his book, "Allen's Synonyms and Antonyms" (Harper), just before his death, which occurred last summer. He was the general editor of "Webster's New International Dictionary." By economy of space effected by avoidance of repetition the new book has been made to include many more synonyms than the usual word book.

HARRISON E. HOWE, of the National Research Council, points out in "The New Stone Age" (Century) that we moderns, with the help of cement and concrete, would find it possible to surpass the pyramids if there were any market for pyramids nowadays. He tells the complete story of cement and concrete from the raw material to the usual and unusual uses to which it is put.

THE WEIRD but efficacious designs which appeared on our transports during the war were the results of experiments of John D. Whiting, of the Camouflage Department of the Navy, to find out just what lines and colors did in reducing the visibility of ships. Mr. Whiting is an illustrator and the author of Practical Illustration" (Harper).

"A REAL DETECTIVE story tho there is no mystery and no detective" is what an English reviewer has called a new novel by A. P. Herbert, author of "The Secret Battle." "The House by the River" (Knopf) is the story of a brilliant young poet who chokes his wife's maid to death in the second chapter and thereby hangs the tale.

"DID MARGARET STORM JAMESON celebrate the finishing of 'The Happy Highways' (Century) in that mood of defiance with which Carlyle flung out of his house when he had concluded 'The French Revolution?'" says *The London Daily Graphic*. "There would have been ample excuse. For this novel comes as flamingly from the heart of a woman as the other book from the heart of a man." Youth's revolt against convention is theme of this frank and ironic novel.

GENERAL VON BERHARDI appears once more in this country as an author. His new book, "The War of the Future" (Appleton), is a detailed exposition of military tactics in modern warfare written in the light of the lessons of the recent war.

H. G. WELLS, WRITES TO G. B. STERN ABOUT HER NEW NOVEL "DEBATABLE GROUND"
A. A. Knopf

BOOTH TARKINGTON, Lorado Taft, Childe Hassam and David Jayne Hill were recently elected to the American Academy of Arts and Letters to fill the vacancies resulting from the deaths of William Dean Howells, Alden Weir, Dr. Horatio Parker and Kenyon Cox.

THE NOTABLE growth of winter sports in this country in recent years assures a large public of personally interested readers for Arnold Lunn's "Cross-Country Ski-ing" (Dutton). The writer has long been an expert in this famous Alpine sport, and his book is a useful handbook for the beginner without loss of interest for the more experienced "runner." The greater part of the book is given over to ski-ing, with chapters on equipment, uphill and straight running, and "how to ski."

CONCERNING COW PUNCHERS

Don't you adore the thrilling stories
About cow punching and its glories
By men who learn to know this ilk
From punching little tins of milk?

—KEITH PRESTON in the Chicago *Daily News*.

Among the Authors

F. Scott Fitzgerald, author of "This Side of Paradise" and "Flappers and Philosophers" is a great grandson of Francis Scott Key who wrote "The Star-Spangled Banner."

Louise Closser Hale, author of "An American's London" (Harper), is playing the part of Mrs. Brett in Zona Gale's dramatization of her distinguished novel, "Miss Lulu Bett" (Appleton).

EVELYN VAN BUREN, AUTHOR OF "ZIZI'S CAREER"
Bobbs-Merrill Company

Kathleen Norris had the unusual experience the day before Christmas of receiving from her publishers, Doubleday, Page & Co., a complete hand-bound de luxe edition of her books via aeroplane mail.

Dr. Henry Van Dyke, when asked for news about himself, said, "there is nothing interesting about him or his habits or his opinions; that he is just a plain old fellow who pegs away at his work steadily, plays in the woods joyously, and tries to keep his whims and vagaries to himself."

A few English friends of Mrs. Humphry Ward have formed themselves into an executive committee to raise funds to commemorate her life works. It has been decided to devote the memorial funds to the furtherance of some branch of social work, preferably amongst children to whose welfare Mrs. Ward devoted many years of enthusiasm and ungrudging labor. "Harvest" (Dodd, Mead) was Mrs. Ward's last novel. She had no other under way.

Edison Marshall, whose first novel, "The Voice of the Pack," received high commendation, is but twenty-six years old. Mr. Marshall is the son of a Forty-niner and the descendant of pioneers on many American frontiers. Educated at the University of Oregon, he worked as city editor on several small Oregon newspapers, but his real life has been lived out-of-doors. His second novel, "The Strength of the Pines," (publication date Feb. 11) is reviewed elsewhere.

Among the notable English authors to lecture in the United States this winter are G. K. Chesterton, Sir Philip Gibbs, John Drinkwater, and Hector MacQuarrie. H. G. Wells' lecture engagements have been indefinitely postponed on account of his severe illness. Mr. Chesterton begins his lectures in Boston and New York, the details of his itinerary to be arranged later; Sir Philip Gibbs and Captain Bairnsfather will cover the entire country; Mr. Drinkwater will travel as far west as Omaha. Mr. MacQuarrie's itinerary will be extensive. Mr. Wells' announced subjects were "The Utopia of All Mankind," "The Bible of Civilization," and "School, College Book and Newspaper." Sir Philip Gibbs will talk on "What America Means to the World," "The Social Revolution in England" and "The Conflict of Peace in Many Nations." Among the subjects chosen by Mr. Chesterton are "The Ignorance of the Educated," "Shall We Abolish the Inevitable?" and "The Perils of Health." Two of Mr. Chesterton's books appear during his stay in this country, "The New Jerusalem" (Doran) and "The Uses of Diversity" (Dodd, Mead). Mr. Drinkwater will lecture on "An English Dramatist's View of Lincoln."

Florence Barclay, whose latest novel is "Returned Empty," is the wife of the Vicar of Hertford Heath, Hertford, Herts, England, and the mother of two sons and six daughters, one of whom, Vera C. Barclay, has written several juveniles. Mrs. Barclay's sister is Maud Ballington Booth, author of numerous books for young people.

W. H. HUDSON: An Appreciation

By Frederic Taber Cooper

THERE is no inherent paradox in the genuine and unstinted enthusiasm displayed toward Mr. Hudson by men differing so widely in interests and in experience of life as John Galsworthy and Theodore Roosevelt. Nor is there anything really contradictory in Roosevelt's classifying him with Herman Melville and White of Selborne and John Burroughs, while to Galsworthy he stands second only to Tolstoy. There is an amplitude and richness in this author's mental range that enables him to offer abundant reward to any reader who approaches him with the right sort of receptivity. And perhaps the least important point is the special subject matter of the volume thru which one first meets him; it is not the theme, but the man behind it, which counts.

Almost everyone who has written critically of the author of "Green Mansions"[1] has praised especially his rare and impeccable style. "As a stylist," says Galsworthy, "he has few, if any, living equals." This is not over-praise if we use the term *style* in its finer, more conservative sense. There are many acknowledged stylists, whose phrasings and mannerisms form a more or less visible pattern across the page, like fine etching upon glass; and in reading, we are forced to see the life depicted thru such etching, which forms a shadow of opaqueness that limits our vision. Mr. Hudson's style has none of this; the glass thru which he pictures life is always just so limpid and flawless, yet it is not plain glass, but delicately and subtly tinted, so that his pictures, even the simplest of them, seem shot thru with a soft glow of opalescent fire.

It is a vice of small minds to attempt always to pigeon-hole literature. Accordingly, the author of "Adventures Among Birds"[2] is popularly pigeon-holed a naturalist—chiefly by those who know least about him. Parenthetically, it may be said, that one of the most surprising things is to discover how wide a circle of admirers this author has. It is becoming quite a common experience in casual conversation to have the name of W. H. Hudson suddenly arise, to be followed by the mutual interrogation, "Are you another Hudson enthusiast?" And it is significant that this enthusiasm has practically nothing to do with cut-and-dried ornithology, or any other of the natural sciences. If you start out to group the Hudson book-shelf, it looks at first sight like a pretty heterogeneous collection: autobiography, essays, travels, bird books, short stories and a couple of novels—an assortment that promises to baffle the search for any common factor. Yet the plain truth is that Mr. Hudson's outlook upon life is as simple and as clear as his own style. He is at heart a naturalist in the most literal and elemental sense of the term *natural history;* that is, he sees a story in everything pertaining to nature, everything that has a place in the cosmic world. There is to him a story in a butterfly or a blade of grass, in a giant tree or a piebald horse, in an imaginary heroine or an episode of his own boyhood. They are all stories of essentially the same kind, and differing mainly in degree of interest.

The advantage of looking at Mr. Hudson's whole literary effort from this angle is that it explains why he reaches out to a public far broader than that indicated by any titles with which his books are labeled. Practically every page has the grip of the inborn story quality. In nearly the same degree autobiography is the keynote to all his writings; his chapters on nature are based on personal observation, intimate and memorable experiences. Even his fiction is more or less subconsciously the echo of his own hopes and fears, dreams and disappointments. And lastly, whether he is groping back to the earliest remembered incident of his own boyhood, or talking inimitably of the infinite variety in the melody of English song-birds, or putting into the mouth of some weather-beaten old Spanish-American shepherd, the simple tragedies of his vanished youth, there is ever present that inflexible demand of the man of science for minute and scrupulous accuracy, patient observation, literal truth of detail. Is there any wonder that such a combination has produced a modest number of volumes that give promise of enduring worth?

In an author of such even quality, preference for one or another of his books is purely a matter of the personal equation. "Birds in Town and Village"[2] and "Adventures Among the Birds,"[2] opened anywhere at random, bring repeated waves of nostalgia for hedgerow and woodland. Even such sub-titles as "The Marsh Warbler Music," "The Immortal Nightingale," or "Goldfinches at Ryme Intrinsica" stir far off memories of harmonies caught surreptitiously from copse and by-path. Even more appealing is "Idle Days in Patagonia,"[2] with its haunting savor of the remote and the exotic, its impression of almost physically transporting the reader to that far off land, and bewildering his senses with strange sounds and scents and colors—with the flashing gleam of the tanagers, the metallic lustre of humming-

birds, the contrasting hues of the troupials. And the volume closes with a curious and intimately philosophic discussion of odors, entitled, "The Perfume of an Evening Primrose," which is vaguely reminiscent of Lafcadio Hearn—whimsically so, considering the world-wide contrast that these two men offer.

One could gossip for whole columns under the gentle stimulus of "Far Away and Long Ago,"[2] the story of Mr. Hudson's early life on the Estanzia, where he was born in the midst of the illimitable Argentine pampas. And equally unique in its way is "A Little Boy Lost,"[1] a worthy addition to that rare company of childhood classics that include "Water Babies," "Alice in Wonderland" and "The Wind in the Willows." But since space limitations insist on being regarded, Mr. Hudson's fiction advances a rather peremptory claim for the special attention that its quality deserves. Of "El Ombu,"[2] Theodore Roosevelt says sweepingly that it is most noteworthy of all the volumes picturing South America, for "it gives the very soul of the land." He might have said further that, in this respect, it is almost unparalleled excepting for the Sicilian stories in Verga's "Cavalleria Rusticana." More ambitious, yet not higher in scale of excellence is that gorgeous and glowing volume, "The Purple Land,"[2] that lingers in the memory like the dream of a vanished enchantment. But of all Hudson's purely imaginative works, the one that most persistently refuses to be forgotten is "Green Mansions."[1] Rima, the bird-girl, mysterious, elusive, evanescent incarnation of human happiness, is one of those rare fantasies that leave us groping impotently for parallels and comparisons. She is a creation such as Hawthorne might have conceived, and her nearest kin would be nymphs and wood spirits, were it not that she is so consistently and tragically human in her tenderness. In some of its phases, the story is unconsciously reminiscent of Fitz-James O'Brien's classic wonder-story, "The Diamond Lens." But that little masterpiece was almost pure allegory, whereas "Green Mansions" is allegory, poetry and a poignantly realistic human love story all in one—and for this and many other reasons is, among all the writings of W. H. Hudson, the one likely to be longest remembered.

[1] Knopf.
[2] Dutton.

Books on American History

"To read extensively and deeply in the history of the country is a patriotic duty," says P. P. Claxton, Commissioner, Bureau of Education, in a pamphlet which the Bureau of Education issues as "Reading Course No. 10" thru its Home Education Division. "The story of the United States is the story, not of dynasties and courts, but of the people, their life, their industries, their aspirations, and the democratic institutions thru which they have sought to attain these aspirations, and every line of the story throbs with present interest and future meaning. To any person giving evidence of having read any eighteen of the twenty-odd books listed below, there will be awarded a certificate bearing the seal of the United States Bureau of Education signed by the Commissioner of Education":

European Background of American History. By E. P. Cheyney. Harper. $2.
The Colonies. By Reuben Gold Thwaites. Longmans. $1.25.
Montcalm and Wolfe. By Francis Parkman. Little, B. 2 v. $4; $5.50.
Old Virginia and Her Neighbors. By John Fiske. Houghton M. 2 v. $2.50; $3.
Beginnings of New England. By John Fiske. Houghton M. $2.50; $3.
Men, Women and Manners in Colonial Times. By Sidney George Fisher. Lippincott. 2 v. $3.50.
Dutch and Quaker Colonies in America. By John Fiske. Houghton M. 2 v. $2.50; $3.
The American Revolution. By John Fiske. Houghton M. 2 v. ea. $2; $3.
Leeky's American Revolution. James Albert Woodburn (editor). Appleton. $2.25.
Story of the Revolution. By Henry Cabot Lodge. Scribner. $2.50.
Critical Period of American History. By John Fiske. Houghton M. $2.50; $3.
Henry Clay. By Carl Schurz. Houghton M. 2 v. $4.
Life of George Washington. By Woodrow Wilson. Harper. $2.
Rise of the New West. By Frederick Jackson Turner. Harper. $2; illus., $2.50.
Winning of the West. By Theodore Roosevelt. Putnam. 3 v. $10.50.
Economic History of the United States. By E. L. Bogart. Longmans. $2.
Division and Reunion. By Woodrow Wilson. Longmans. $1.25.
Abraham Lincoln. By John T. Morse. Houghton M. 2 v. ea. $2.
Reconstruction, Political and Economic. By William Archibald Dunning. Harper. $2.
National Problems (1884-1897). By Davis R. Dewey. Harper. $2.
America as a World Power. By John Holliday Latané. Harper. $2.
America in Ferment. By Paul Leland Haworth. Bobbs-Merrill. $2.

Novels of the New Year

Reviewed by Joseph Mosher, Mary Alden Hopkins, Caroline Singer, and others

THE WILD WEST AT ITS BEST

The Mysterious Rider. By Zane Grey. Illus. by Frank B. Hoffman. 336 *p. Harper* $2

"I WANT free life and I want fresh air
And I sigh for the canter after the cattle,"

wrote the poet of "Lasca." And in those lines he spoke for a host of us who hanker for the wild life, but who for the most part belong to the swivel-chair coterie. However, as long as Zane Grey continues his inimitable tales of western life, we can enjoy all of its thrills with none of its discomforts.

In his latest, "The Mysterious Rider," Mr. Grey reaches out to the full length of his stride. The story is replete, rounded, rich in every feature which pertains to the genre in question—the sweep of the plains, the ruggedness of the rancher's daily life, the desperate character of the man to man friction, the passion of true love intensified by contact with envy and malice.

It is no exaggeration to speak of "the Mysterious Rider" as a masterpiece of its kind. Never has Mr. Grey delineated a more sharply defined and impressive character than the headstrong but honorable old ranch-owner, Belllounds; a more likeable chap than Wils Moore, the cow-puncher and gentleman; a heroine more true to woman's finer and stronger traits than little Columbine; nor a more disagreeable foil than Jack Belllounds, gambler, drinker, and trouble-maker-in-general. Concerning Hell Bent Wade, the Mysterious Rider himself, I shall not spoil the reader's pleasure by any disclosure. His part, suffice it to say, adds to the generous measure of dramatic action a powerful element of suspense.

"I'M BEGINNIN' TO FEEL THAT I COULDN'T LET HER MARRY THAT BUSTER JACK," SOLILOQUIZED WADE, AS HE RODE ALONG THE GRASSY TRAIL
FROM "THE MYSTERIOUS RIDER" BY ZANE GREY
Harper & Brothers

The outstanding feature of the book, even above the character drawing, is the rapidity and intensity of the action. Episode and incident, fresh, vigorous, colorful, with a swiftly outlined setting here, and a trenchant comment there, sweep like a great turbulent river of the north toward the final climax.

Joseph Mosher.

UNFORGOTTEN SKYLINES

The Strength of the Pines. By Edison Marshall. 308 *p. O Litt., B.* $1.90

THIS is the story of a cultured, college-bred Easterner, who journeys in a spirit of glad adventure to the Cascade Mountains of Oregon, in search of the girl playmate of his earliest remembered boyhood—and finds himself under the grim necessity of taking up single handed an old but unburied feud, wresting back a great heritage, avenging his father's blood, and saving the honor of the woman he unconsciously loves, against a powerful clan of men whose ethics are those of the Stone Age, and whose strength is that of wild beasts. Mr. Marshall's formula is that of writers so widely diverse as Jack London, Rex Beach and Zane Grey. He resembles them in picturing life in the remoter fastnesses where the veneer of civilization drops away and might makes right, according to Cave-man standards. But Mr. Marshall has his distinctive note; and it comes from his innate love of living, growing things, of birds and beasts, of grass and trees and unforgotten skylines. To these other writers, the biggest drama of all is Man's endless, titanic conflict with the blind and stubborn forces of nature. To Mr. Marshall, nature is not blind or stubborn, but an endless source of beneficence and delight. And his dominant, almost symbolic use in each book, of some one form of wild life—"The haunting quality in the repeated wolf-note," that Zane Grey praises in "The Voice of the Pack," the perpetual lurking menace of the monstrous gray grizzly that dominates every page of this new volume, like the shadow of impending fate: these are the things that give to what are otherwise strong vigorous stories of the gripping, compelling type, that added touch of real artistry that helps to make books live.

Philip Tillinghast.

HE MARKED THE LITTLE SPACE OF GRAY BETWEEN THE TWO REDDENING EYES
FROM "THE STRENGTH OF THE PINES" BY EDISON MARSHALL
Little, Brown & Company

A RUNAWAY MOTHER

Zizi's Career. By Evelyn Van Buren. 348 *p. O Bobbs-M.* $1.75

THE thing that one misses most in American fiction is depth of back-ground. Most characters of American stories are as detached from their supposed environment as a movie inset. Their lives begin with the story and end with it and have no existence outside its narrow bounds. In other words, they are puppets for the plot. Of course this presupposes that their creators regard them as such and are not interested in either their previous or future existence. The author of "Zizi's Career" is refreshingly not of this class. She has evidently cared enough for her characters to let them live a little in her mind outside of the story, and thus has endowed them with that third dimension that gives them reality in the mind of the reader. One knows that one has not to take their past life wholly on the author's word. It had to be, else they would not have become what they are.

The plot is negligible and improbable into the bargain. And the principal character, the heroine's mother, tho beautiful and fascinating, is too utterly selfish to be wholly attractive. But the heroine, who herself tells the story in the first person, is lovable and childlike and convincing. Her unwavering loyalty to her lovely mother who demands from everybody so much and gives so little except personal charm to even her daughter is very poignant. The portrait of the younger sister, who in beauty and lack of scruple bids fair to surpass her mother, is vividly drawn. Then there is the boy—later the man—Donald who plays an appealing part in the story, and the two grandparents with whom the story starts. All these characters live and react upon each other as people do in real life. And the reader is left with a contented feeling that the story did not end with the last chapter of the book.

Marguerite Fellows.

PRINCE AND SCULLERY-MAID

The Vagrant Duke. By George Gibbs. Front. by the author. 371 *p. D Appleton* $2

FROM six until sixteen our first requirement for a "really truly story" is that it contains a real life prince or princess. Perhaps it is the knowledge that grown-ups too often read the novels spread out for their consumption with one eye, eagerly searching a little royalty, that Mr. Gibbs has given us this Russian Grand Duke. And he is an ideal hero, too, manly and accomplished, strong and charming. If he chooses to marry a lady who drops her "gs" and sees no harm in "ain't," we are so thoroly in his hands that we call it high-mindedness. And then even we can not forget that she is lovely, sincere, and amusing.

George Gibbs has the most entrancing way with his books. A little of the mystery, detective, fairy and love story all stirred up together with a dash of humor. His is not profound, analytical writing, but rather like the movies—vivid, quick ingenious, absorbing, leaving only the details of the uncovering of the plot to the audience. The story flows along with such ease that you doubt if the author was ever at loss for a word. And you feel the same sense of speed in your necessity to read them.

In any locale Gibbs seems equally convincing in his descriptions and conversations. In this book we veer from court life in Russia, to the rural districts of New Jersey, to the sands of Bisbee, Arizona. Gibbs, too, seems to have much knowledge of other arts. His allusions to music in this story are refreshingly correct and sympathetic. If we must seek a flaw somewhere, it is perhaps that we would like more of the love story and less of crooks and criminals at work, but after all is that not merely a compliment to the charms of the heroine of the tale?

Katharine Oliver.

ONE OF THE AUTHOR'S ILLUSTRATIONS FOR "THE VAGRANT DUKE" BY GEORGE GIBBS
D. Appleton & Company

FOOD FOR THE "FED UP"

Cow Country. By B. M. Bower. 264 *p. front. O Litt., B.* $1.75

WHEN a *blasé* reviewer sits up in his club for a whole evening pouring over a western story, until the library becomes deserted save for another night owl and himself and the club pages go tip-toeing about turning out the lights, one of two things may have happened: either he has gotten hold of a darned good yarn, or he was particularly "fed up" with heavier reading and just ripe for something with action in it. Both were true in this case.

This is B. M. Bower's seventeenth western story. How it's done, I dunno. But from long and sad experience as a reviewer of near-western stories, I suspect that the secret is that, tho the author hides her sex under a pseudonym, she is wise enough when she writes a cowboy yarn to make it nine-tenths cow*boy* and only one-tenth cow*girl*.

JAPAN IN AMERICA
JACKET DESIGN FOR "SEED OF THE SUN" BY WALLACE IRWIN
George H. Doran Company

At any rate, if you're as tired as I was the other night when I picked up "Cow Country," come along with me and try this prescription.

The first man dies on page twenty-two. Six pages later ditto one real, live Ute Indian. Meanwhile the little caravan works slowly north from Texas to Wyoming with its herd of 2,000 head. Then come the horse races—this is the horse-racin'est western story I've ever read, and if Bud Birnie, the hero, ever should run one of his horses hereabouts, I'll sell all my Liberty Bonds to back that horse! After the dust has cleared away they try to clean Bud out of his winnings, but—enter She—She puts something in his coffee at supper that night that doubles him up in the bunk-house until it's too late for him to go to the fatal dance—and then the real work of the night begins!

Honest, if you have a head-ache or a grouch when you come breathlessly round the last turn at page two-sixty-four, you don't need an amateur doctor like me, but a real one.

R. S. Lynd.

CALIFORNIA'S PREJUDICES

Seed of the Sun. By Wallace Irwin. 352 *p. D Doran* $2

"ZUDIE"—only Aunt Julia remembered that she was baptized "Judith"—and her sister Anna, a widow with several children have so suffered under the rigid rule of Aunt Julia that the idea of going out to California to live among the Japs on a farm that is practically all that remains to them, comes with the relief of a sail to the shipwrecked. Thev leave New York and Society and Sid Footridge (whom Zudie "can't stand any more" because "he makes it a point" to disagree with everything she thinks) and repair to the little town of Bly, which sits on the river bank not many miles distant from Sacramento. But before they go they have been advised by the distinguished Japanese Baron Tazumi not to do it. This advice is unexpectedly seconded by an amazing Eurasian who appears at Aunt Julia's as a window cleaner and talks Socialism and Universal Brotherhood to the bewildered sisters. This calm philosopher appears again in California, and so does Baron Tazumi. And for that matter, so does Sid—but that's anticipating.

Tho the Japanese problem seems at first to be presented with sympathy toward the Japanese, the other side comes out as the book develops. When Tazumi hears of Anna's trouble he wants to marry her; and she is almost ready to take the step when a Korean woman opens her eyes to the customs of the Baron's household. It develops, too, that the Baron is determined that all the Bly region must be Japanese, that Anna's farm is the keystone to an arch of land that has to be held solidly together. He frankly says that the Japanese are moving in America, just as they are moving in Manchuria and Siberia, to gain control of the land that is to make them a great people upon the earth. Yet all Tazumi's efforts are put forth not for personal gain but for "divine power."

Here is something that should be read by all to whom the Japanese problem means anything. It takes you into the heart of Californian life, among the Americans, the Japanese and the Americanized Japanese. But it is not all "problem." A man on a neighboring farm provides romance for one sister, while the other is happily supplied with a lover who drops from the skies.

Doris Webb Webster.

KALEEMA AND CONSERVATISM

Kaleema. By Marion McClelland. 292 p. front. D Century $2

SINCE novels continue to be written by writers—we fiction readers must needs get our slant on the world from the writer's point of view. The heroines we read about are seldom like the many of us and often like the few of us, for heroines are usually chosen by the writer because they appeal to his necessarily artistic nature.

And so we have another story of an actress, but not one whose stage career makes the story. For Kaleema was merely a member of Dillon & Shamon's, whose "magnificent production" of "Camille" has breathed its last in a snow-bound North Dakota town as the story opens. There is no attempt to garnish stage-life in the stock-company. Nor is the heroine remarkable for oversensitiveness. On the second or third page she proposes to "jump" her hotel bill, adding, "I don't care if I do disgrace the damn show. You owe me for three weeks." But there is more to Kaleema than the surface would suggest. Brought up by an impossible mother, presumably dead, and no father at all, she has nevertheless flowered into a woman who has an appreciation of the real values of life. When "Camille" has breathed its last, a love affair starts for Kaleema which quickly culminates in marriage. Her young husband, a New Yorker of a station in life which Kaleema has never even glimpsed afar off, takes her home, with no little trepidation, to meet his conservative family. At first all goes well, some of the conservatives being able to distinguish between Kaleema's soul and her grammar, and the two young people happily establish themselves in a flat at 104th Street. But suddenly all is over. Kaleema's mother reappears, Kaleema tells her husband she must go back to work so that she can support her mother. Training triumphs, and the husband acts true to type. But what seemed to Kaleema the end proves only the beginning.

Doris Webb Webster.

AN ADVENTURE IN SNOBBERY

The Sisters-In-Law. By Gertrude Atherton. 341 p. *D Stokes* $2 (*?*) (*Published Jan. 28th*)

DURING this period of swift change, of little wars, and great apprehensions when those who cry for individualism are the same who pray for internationalism, one is apt to forget the existence of a phase of our social organization which has apparently survived change, the existence of social caste. This division of people into rigidly limited groups is as much the theme of Gertrude Atherton's new book as is the love of the two sisters-in-law for the same man. Even these two women closely related are still forever separated by caste limitation.

The tale might be termed an adventure in snobbery. There are snobs by divine right of birth within the Charmed Circle. Marriage affords entrance for the cultivated snobs of another sort but they never become spiritually at one with the oldest residents within the Circle. Then there are the rank outsiders born well enough but without the proper combination of ancestry and cash. Among the writing folk there is snobbery, professional snobbery. Even the Socialist agitator seems actuated not by a desire to find a Utopia for all mankind but by a desire to destroy that which he covets.

It would seem that the author wished to show that much of the unhappiness and bitterness of society is based upon unequal distribution of traditions and ancestors rather than upon an unequal distribution of wealth. However, the book cannot be considered as a serious arraignment as long as there is the sneaking suspicion that the author herself has a dear preference for Alexina of the Inner Inner Circle.

"THAT IS A LIE," SHE SAID
FROM "KALEEMA" BY MARION MCCLELLAND
Century Company

There is no need to dwell upon the ability of Miss Atherton to tell a story. That has been established in more than a score of former publications. This novel will have a peculiar interest for San Franciscans. The action begins at the time of the "earthquake and FIRE." (Residents so like to forget the former phase of that double catastrophe that they do not permit it to be italicized even in memory.) In France, after the Armistice, the action ends. So shrewdly are the characters drawn and the local environment pictured that there will be much spirited conjecture as to the prototypes.

Caroline Singer.

ANDREW IN TROUBLE

The Orange-Yellow Diamond. By J. S. Fletcher. 321 *p. D Knopf* $2

VERY nice people do sometimes get mixed up with a murder. Mr. J. S. Fletcher in "The Orange-Yellow Diamond" introduces us to some extremely likeable folks, altho they have no social position at all. They are the betwixt and betweens; neither the devotees of gilded folly who get careless with revolvers nor squalid outcasts who are too handy with the hatchet. They are just folks.

Andrew Lauriston had come to London two years before the story opens with a small amount of money and a great deal of ambition. At the end of two years he had sold two stories. The stories are sold when we meet him, but the checques (don't you just love that dignified English spelling?) had not come.

The whole story hangs on that fact—the checques had not come. The author of this book is clearly a writer who has lived on his earnings when they were small. Only such a one would hang a whole complicated tale on the checque that wasn't there. It is realism, that's what it is. One is doubtful if writers should write about such painful incidents; don't they happen often enough in real life without being served up as fiction?

But Andrew had a watch. Which he pawned. At the landlady's suggestion. She was a practical person, that landlady and not unkind. Tho she did get Andrew into trouble by suggesting a pawnbroker to him. Still, it might have been anybody's advice. When you come to analyze the situation, Melchior Rubinstein picked out the particular shop for Andrew. If it had been any other pawn shop —but why regret when it is too late?

Moreover it was, after all, Zillah's responsibility. If she had not been so lovely Andrew would have had a very different attitude toward the place and might easily have conducted himself with just a shade of difference when IT happened and not aroused the suspicion of those people who live by their suspicions, namely, the detectives. Still if police and detectives did not stupidly badger heros we would have no intricate stories like "The Orange-Yellow Diamond." I, for one, cannot regret Andrew's bad time because it makes such pleasant reading.

Mary Alden Hopkins.

A SAGA OF FIGHTING AND ROMANCE

She and Allan. By H. Rider Haggard. 391 *p. O Longmans* $2.15

THE value placed upon a new Rider Haggard romance is a matter of individual temperament, depending upon the vividness of the reader's imagination, and his willingness to yield himself to the spell woven by a story-teller who stands alone to-day in his own special field. The Rider Haggard romances are not to be measured in terms of the ordinary, conventional twentieth century fiction; they are at once something less and something considerably more than such average standard. They are, in a very literal sense, men's novels, with an almost Homeric directness and simplicity of narration, notwithstanding the wild extravagance of their adventures. In fact, it is the Saga quality, the epic sweep and audacity, the Homeric heat and turmoil of the fighting that keeps these stories safely across that difficult border-line between extravaganza and true romance.

No reader with a critical sense can fail to appreciate what rare enjoyment the author himself has extracted during the process of creating his long series of Allan Quartermain stories. But in this new book there is a certain sardonic irony in the whimsical idea of bringing together that most practical and unimaginative of heroes, Allan, and the most superlatively fantastic, elusive, dream-like of heroines, the unforgettable Ayesha, "She-who-must-be-obeyed." All the memorable and haunting figures recur in these pages: the gigantic Zulu King, Umslopogaas, with his invincible razor-edged axe, Inkosikaas; Zikali, the ancient and mis-shapen dwarf, also known as, "The-Thing-that-never-should-have-been-born"; also a long vista of names and memories echoing down from earlier volumes.

It is seldom that the author has attained, in his own special vain, the height and amplitude of the present volume. And were there nothing else in it, we still should owe him a debt of gratitude for the titanic battle in which Umslopogaas slays the arch-fiend, Rezu, and drives his famous axe into the one spot in Rezu's whole body where "The Spirit of Life had not kissed his flesh."

Frederic Taber Cooper.

Non-Fiction of the New Decade

Reviewed by George DuBois Proctor, Margaret Haskett Anderson, and others

NATHAN HAS HIS TENDER MOMENTS

The Theatre, The Drama, The Girls. By George Jean Nathan. 361 *p. A Knopf.* $2.50

GEORGE JEAN NATHAN is the ripe olive of American literati. But he, alone, shares with George Bernard Shaw the Russian faculty of writing for the sake of writing, of piling word upon word and phrase upon phrase for the mere pleasure of the task and then making the reader like it.

"The Theatre, The Drama, The Girls," the newest Nathan *opus,* is a compilation of the articles that appear monthly in the *hindmost* pages of *Smart Set* with the more fleeting comments on current shows deleted. As it is, the chapter on the actors' strike of more than a year ago is a trifle mossy now.

Mr. Nathan pays his respects to a wide range of subjects. American playwrights are taken up one after another, including Eugene O'Neil, Zoë Akins, Rita Wellman, Rachel Barton Butler, Booth Tarkington, Avery Hopwood, Edward Sheldon, Tom Barry, Rachel Crothers, Anne Crawford Flexner, Susan Glaspell, Philip Moeller, George M. Cohan, Claire Kummer, Eugene Walters and George Ade, whom the author reverences above the rest, chiefly because he doesn't reverence the others. Even the beloved Dreiser is gently reproved for "The Hand of the Potter."

The movies draw several chapters of the Nathan vocabulary. One chapter was originally called "The Hooligan at the Gate," a phrase not without its sting for magic lantern impressarios. Florenz Ziegfeld, the newest Nathan idol, is credited, and rightly, with being the man who put beauty into American musical comedy.

All of the foregoing is brilliantly handled by the best little iconoclast of things theatrical. Then Mr. Nathan, quite without warning, turns to several chapters of sheer delight and slower tempo. "A Garland of Beauties" is a long interview with George W. Lederer, the "super-Ziegfeld of the early 'nineties," and much is made of the glorious girls of that period. Some of the well-remembered names are Virginia Earle, Madge Lessing, Edna Wallace, Mabelle Gilman, Paula Edwardes, Lotta Faust, Ella Snyder, Phyllis Rankin, Christie Macdonald, Pauline Chase, Elsie Ferguson, Irene Bentley, Evelyn Nesbit, Marguerite Clark, Viola Carlstedt, Della Fox, Adele Ritchie, Edna May and Vashti Earle. With such names in mind one would feel quite justified in stepping on the toe of any modern Circe.

"How did you pick them?" Nathan asked.

"Easy," replied Mr. Lederer. "I looked at their eyes."

But the outstanding feature of Mr. Nathan's book is that the man who reads it twenty years from now will get a painfully correct impression of the American stage of 1920 A.D.

George DuBois Proctor.

G. K. CHESTERTON, WHOSE TWO NEW BOOKS, "THE NEW JERUSALEM" (DORAN) AND "THE USES OF DIVERSITY" (DODD, MEAD), WILL APPEAR DURING HIS LECTURE COURSE IN THE UNITED STATES

THE NEW JERUSALEM BEGINS TO RADIATE

The New Jerusalem. By G. K. Chesterton. Doran $3

THE Zionists have often spoken about the hoped-for Jewish homeland in Palestine becoming a center whence would emanate, as of old, great ideas and ideals. Such a radiation has already begun, but it is interesting, indeed curious, that among the first-lings of the New Jerusalem is a product from the very un-Hebraic pen of Mr. G. K. Chesterton.

"The New Jerusalem" is an uneven book; at times a rather confusing book; but it is always thoughtful, always thought-provoking. And when the reader is once thoroly oriented;

when he realizes that he is not perusing a birth-rate, total-population, gross-tonnage-of-export sort of thing, but rather a poetic-philosophic mosaic woven, of reflections inspired by the Holy City—then he is ready to appreciate the matter in hand. "A man connot," says the writer, "eat the Pyramids; he cannot buy or sell the Holy City; there can be no practical aspect either of his coming or going. If he has not come for a poetic mood he has come for nothing."

So Mr. Chesterton tarried in Jerusalem in a poetic mood—in a thoughtful, discursive, allusive mood. Among the time-worn, stair-cased streets, the semi-Gothic architecture, the bearded and ringleted Hebrews, the Christians, and Mohammedans his play of mind was stimulated by the "greatest things the world has ever seen." Out of Jerusalem, "a small town full of big things," came reflections on Jewish character, the labor problem, theological controversies, the crusades, ethical and social interplay, and of course, on Zionism.

To comment on the brilliancy of thought and expression in a book by Mr. Chesterton would be superfluous. But the catholicity of attitude which characterizes "The New Jerusalem" is noteworthy. While he appears never to compromise his convictions, he is eminently fair towards, and admirably respectful of the views held by others. Moreover, he contemplates with reverence and comprehending sympathy various Eastern beliefs and customs which might easily lend themselves to ridicule. No note of western complacency mars the tone of the discussions. For example. he writes in a typical passage: "These people may decorate their temples with gilt or tinsel; but their tinsel has lasted longer than our gold. They may build things as costly and ugly as the Albert Memorial; but the thing remains a memorial, a thing of immortal memory."

The problem which confronts the Zionists; the problem which, in fact, confronts the English, the Arabs, and all the others involved in the questions centering around the Holy City, is one of sharp conflicts. "It is very hard," says the writer, "to generalize about Jerusalem, precisely because it contains everything, and the contrasts are real contrasts." And further, "The sorrow of all Palestine is that its divisions in culture, politics and theology are like its divisions in geology. The dividing line is horizontal instead of vertical. The frontier does not run between states, but between stratified lines."

Joseph Mosher.

SOME ONE should start an avalanche
Of praise for Anna Hempstead Branch.
—F. P. A. in New York *Tribune.*

"SONGS OF EXPERIENCE"

The Song Book of Quong Lee of Limehouse. Transcribed by Thomas Burke. 67 p. *S Holt* $1.25

WITH the same skill that first illuminated Limehouse, that picturesque district of London, as if some ancient fairy tale, with all its romance and gruesomeness had come true, Thomas Burke conveys us in verse to the shop of Quong Lee. Quong Lee whose oriental shop is full of the wares and fragrances of his own land, writes verse that is full of faintly exotic fragrances that still do not seem entirely foreign to England. From his shop he shows us many kinds of men, coming and going, buying his wares, loitering about the wharves. Englishmen and Orientals, are briefly but brilliantly revealed: the amiable Bill Hawkins, who labors by the waterside; estimable and upright Ho Ling, who desired to return to his own country; and the little maid with golden curls —a dozen glimpses of her, seen thru Quong Lee's reverent eyes. Young Quong Lee, he calls himself, in the last poem, and it is like giving away a secret, for his suave manner, his grave dignity, his calm philosophical gaze at life, his restraint, are worn as if they had taken years to acquire. Suave and polite, his unmistakable dignity would seem to make him pregnable to the humor of any rough mocker, but his *noblesse oblige* philosophy is combined with so much humor that he emerges triumphant from every encounter. When a stranger of affable address approached him urging him to put money on Ice Cream Cornet for the Lincolnshire, and upon his refusal to do so reviled him with the name of No-Sport and other characters of opprobium, Quong Lee told him:

That he carried always on written leaves
The words of his august father,
Concerning horses and women and the wind in the hills and the hooting of owls.
He did not tell him that he knew full well
That Ice Cream Cornet had been scratched from the Lincolnshire.

The piquant flavor of Quong Lee's humor is distilled from contrast. His verse, tho unrhymed, has much the force of the sonnet, for it accomplishes by its first stanzas of generalization, with the briefer, concrete, often contrasting concluding stanza, what the sonnet does with its octave and sestet.

Another of his most endearing qualities is his extreme sensitiveness to beauty, the beauties of all the different English trees "at the time of clear weather," of the ships, of the jade and ivory in his shop, of the unspoiled beauty of the little girls of the neighborhood, and of all the sounds when—

the warm notes of night
Make happy discord of the day's harsh harmonies

Mildred Catharine Smith.

ROADS TO SOCIAL HAPPINESS

Sociology; Its Development and Applications. By James Quale Dealey. 504 p. O Appleton $3

THE attitude of most people toward sociology is like that of Monsieur Jourdain toward prose; he believed that prose was a recondite art to be painfully learned, and great was his astonishment to discover that he had been speaking prose all his life. Similarly, everyone is a sociologist, with a theory of society and a set of ideas about its operation. And nearly everyone has a remedy in which he has entire faith for our social ills. The difference between the man in the street and the trained sociologist lies in the difference of methods they employ; for the sociologist attempts to check up his beliefs by the study of previous social thinkers and of the way in which society has developed, and by examination of many aspects of our social problems. The man in the street is less critical, less informed, and less observant and is content to settle the problems more or less out of hand.

Professor Dealey's book is, therefore, an attractive invitation to the amateur sociologists (the general reader) to consider what present and earlier students have discovered and pondered about society. He outlines briefly but concisely, the various theories and hypotheses about the nature of society and their place in our body of knowledge. He traces the development of social life and institutions and, in discussing their origin, discloses their nature. Finally, he is concerned with the social problems we face today and the possibility of solving them by the application of this knowledge of society.

In the discussions of our social problems Professor Dealey is both vigorous and careful, seeking to avoid the usual dogmatic assurance of the social reformer and his belief in panaceas, but always speaking to the point. Herein, the amateur sociologist will profit by observing how Professor Dealey approaches the social problems. The remedy of the man in the street is usually repression—hit someone on the head and make him behave. Professor Dealey gives the wiser view, confirmed more and more by science, that the erring individuals are more often the result than the cause of our social difficulties—that social problems are the symptoms rather than the disease itself.

A bibliography of twenty-one pages offers the reader an opportunity to pursue the several subjects treated in the book.

L. K. Frank.

A SIMPLIFICATION of some of the fundamental questions that vex our modern world is offered in "Economics" (Dutton), by James Cunnison, lecturer in social economics.

HORSE SENSE FOR A SICK WORLD

The Acquisitive Society. By R. H. Tawney. 188 p. D Harcourt. $1.40

THIS review is an earnest personal recommendation of a big little book. Most of us are "fed up" with the mutual recriminations of capital and labor: capital hasn't made a very good job of supplying us with the things we eat and wear and live with, and Lenin's solution doesn't seem quite what we are looking for. There must be *some* workable middle ground that will give the consumer a chance as well as capital and labor.

Such a solution—we are enthusiastic enough to believe it to be *the* solution—is set down here with such clarity and fairness as to appeal to thoughtful readers on both sides. The author, Mr. R. H. Tawney, a well-known English economist, was one of the men selected to sit as a member of the recent momentous Coal Commission in England. He reveals here the break-down of our present old-fashioned acquisitive industrial society, based on individual "rights,' and the inevitable trend toward a (gradual) reorganization along functional lines so that personal service to the community will be the sole criterion of earning capacity. This will not involve wholesale nationalization of industries, but it *will* involve a frank abolition of profits to outside capital over and above the normal interest on investments. Profits will be used for the benefit of the industry in which they are earned, for the hand and brain workers in the industry, and for the community at large. The result of the whole will be to lift business to the level of a profession.

If there exists in these troubled times "a moral obligation to be intelligent," it is certainly to be fulfilled thru the thoughtful reading of just such books as this.

R. S. Lynd.

IMMIGRANTS AS ECONOMIC PAWNS

Immigration and the Future. By Frances Kellor. 276 p. D Doran $2.50

THIS is a conventional treatment of some phases of the immigration problem. It is journalistic in method—it refers, for instance, to the problems confronting "the new administration" of Mr. Harding. On the economic side it follows the conventional attitude of big business towards immigrant labor: the chief consideration, according to Miss Kellor, is whether immigration will pay us; she sings the praises of immigrant labor as a cheap method of keeping down the cost of production and increasing output, and warns us solemnly to give due consideration to the deterioration in the quality of our industrial output due to a falling off in our immigration.

Miss Kellor calls upon our government to

follow the example of Europe in formulating some definite policy: they do things better in Europe, apparently, for there, instead of working against each other, as here, business and government co-operate "to make emigration pay," and the placement of emigration is becoming a new pawn for international economic statesmanship. The author recommends the founding of an American Institute on International Affairs to deal with the problem. Sometime, "when this commercial age has exhausted the treasures to be gained by adventures into the resources of the earth, and we have found a way to assure to all men the necessities and comforts of life, then men's minds may create the age of beauty in which their thoughts will turn to quality rather than towards quantity. . . . Perhaps, then the best architects will build the shops and homes of immigrants and native born alike"—but for the present, in our lifetimes, we must make immigration "pay."

R. Staughton.

GALLIC COCK IN THE EUROPEAN BARNYARD

French Foreign Policy (1898-1914) *from Fashoda to Serjevo. By Graham H. Stuart. 392 p. O Century* $3

IF Tom, Dick and Harry go nutting together, and Tom and Dick form a secret agreement to rob Harry of the contents of his basket on the way home, we all know exactly what we think of Tom and Dick. Yet this is the system which Europe has maintained for decades, and dignified by the title of international diplomacy. Let two nations come to an agreement concerning Morocco, the Balkans, or the Forest of Arden, they boldly publish seven clauses of the accord, over which they leave the press and public wrangling vociferously while they proceed to five other and secret clauses which really dispose of the nuts.

This is not to say that the pages of Mr. Stuart's book reveal new and hitherto unsuspected deviltries of secret diplomacy. It merely sums up in a rather interesting way, albeit with a noticeable French bias, facts already known.

From the accession in 1898 of the able Premier Delcassé to the European conflagration of 1914, Mr. Stuart follows the diplomatic fortunes of France. He shows how Delcassé steadily and tactfully pursued a policy of conciliation toward England and Italy while endeavoring to avoid either concession or friction in her relations with her troublesome neighbor across the Rhine.

After Delcassé the vacillations and weaknesses of the successive ministries are attributed by Stuart to radicalism, petty rivalries and German secret influences notably thru the traitorous Calliaux.

Here is interesting matter enough, and our author undoubtedly knows his ground. But when all is said it is unfortunate and rather disheartening to find an American from Wisconsin taking seriously and examining dispassionately such a tissue of falsities as European diplomacy, without seeming to be aware that France and her diplomacy must share responsibility for the tangled skein which results.

Margaret Haskett Anderson.

A SIDE-LIGHT ON WHITMAN'S POEMS

The Gathering of the Forces. By Walt Whitman; editorials, essays, etc., written as editor of the Brooklyn Daily Eagle in 1846 *and* 1847. *Edited by Cleveland Rodgers and John Black. 2 v. 365; 407 p. O Putnam* $15

THE publishing of Whitman's collected editorials from the *Brooklyn Eagle* after the lapse of three-quarters of a century, is a literary event of such unique quality that the editors themselves can find no parallel short of the case of Sebastian Bach, whose great compositions were unknown until a hundred years after his death. Not that these editorials are in themselves immortal literature, or anything approaching it. But the editorship of the *Brooklyn Eagle* was the one position of real importance held by Whitman during the long formative period leading up to the publication of "Leaves of Grass," in 1855. He was only twenty-seven when he entered on his editorial duties; yet in these pages we read, in the rough, so to speak, the beliefs and convictions which were to form the permanent cornerstone of the philosophy of life of the Good Gray Poet.

It is rather amazing to note the breadth of interests covered within the brief space of those two years, during which Whitman repeatedly awakened conventional Brooklynites into a startled and sometimes shocked attention. For as Mr. Rodgers very truly says in his introduction, Whitman "in a peculiar sense was the *Eagle*, and the *Eagle* was Whitman." By no means the smallest service done by this reprint of the editorials, is the definite destruction of the fanciful legend that Whitman was a huge joke as an editor. That he was a very real power becomes not only self-evident from the editorials themselves, but is emphasized by the manner of their arrangement which is not chronological, but according to subject. They are grouped under such broad and stimulating divisions as: American Democracy, Patriotism, Humanity, England's Oppression of Ireland, The Extension of Slavery and Free Trade and the Currency System. To a great extent they are surprisingly modern. Over and over

he predicts the time when America "will be confessed the first nation on earth," and foresees the power that is to come from "the boundless, democratic, free West." There is a curiously contemporary sound when he writes of "the black-hearted rapacity of the rulers of Austria and the miserable German states"; and again when he deplores the latest news from Ireland, and intemperately allows himself to say that there are "few worse outrages in history than those which the English rulers have perpetrated towards Ireland." Also, his remarks on prohibition and blue-laws would be extremely timely to-day, even if not wholly popular; for he believes emphatically that "you cannot legislate men into virtue," that it is "just as allowable to pass a law against corset makers as against brandy," while to the advocates of the Sunday closing of markets, livery stables, post office, etc., his answer is, "avaunt! ye vinegar-faced hypocrites! Did not our Saviour himself pull corn and distribute it on the Sabbath day?"

It is impossible here to do more than merely suggest the rich diversity of stimulating matter here at last made accessible. It is a human document, a great side-light on Whitman's poems, and incidentally, a mine of information on a host of matters of temporary and local interest. The editing has been done with pious care and wise discretion, while, taken all together, these two resulting volumes are of the kind that the true book-lover delights in handling for their own sake.

Frederic Taber Cooper.

WE SHALL HEAR "AMERICA SINGING"

Music For Everybody. By Marshall Bartholomew and Robert Lawrence. 120 *p. Abingdon.* $1

One of the most forward-looking experiments of present-day America is the serious effort being made by communities toward real democracy. Churches, schools and clubs have always tried to draw diverse groups together by means of education and amusement in order to promote social sympathy. But a recent institution—that of community singing—has in less time and in greater measure produced more actual solidarity of community feeling than one would believe possible. It is of course mainly the uplifting emotional appeal of the music itself. But the danger that we may lose this new patriotic and joyous impulse thru lack of adequate leadership is real. It is to help avoid this loss than "Music for Everybody" has been written.

Our most salient need is for trained song leaders. The book has practical, intensely interesting suggestions to give on the art of leading, on stage presence, drilling rhythms, planning programs. It tells how to equip—even to the measurements of the piano legs!—a traveling song wagon. And the very fact that no detail is too small to be included convinces us that these two song-leader authors have experienced each word they write. They tell how to establish morale when it is lacking, and how to organize neighborhood, or street, sings.

Music is indeed a healing for bruised and dried-up hearts. If we could each help a little to sustain community music with the same enthusiasm that the temporary stimulus of the war gave it we should be going far toward solving the problems of sickness, poverty, graft and radicalism. History has shown that power, freedom, and happiness belong to the singing nations.

Katharine Oliver.

THE OLDEST AND THE YOUNGEST PICKETS, REV. OLYMPIA BROWN AND MISS ROWENA GREEN, AT THE REPUBLICAN CONVENTION, CHICAGO, 1920
FROM "THE STORY OF THE WOMAN'S PARTY"
BY INEZ HAYNES IRWIN
Harcourt, Brace & Howe

Inez Haynes Irwin, to whom we are indebted for "Phoebe and Ernest," has written "The Story of the Woman's Party" (Harcourt), an authentic account of the history of the party, created by the young woman Alice Paul, which has attracted national attention by its campaign against the Democrats, by its picketing of President Wilson and its well organized campaign for the ratification of woman's suffrage.

Rudyard Kipling has joined the school of scenario writers. For years he has stoutly refused to be enticed into a contract to supply picture plays. Only two of his works. "The Light That Failed" and "The Naulakha" have ever been filmed. He has now decided to write a series of plays especially for the film.

The Children's Page

Edited by Rebecca Deming Moore

THE TINIEST KNIGHT HE HAD EVER SEEN
FROM "THE ENCHANTED FOREST" BY WILLIAM BOWEN
Macmillan Company

CONSPICUOUS among new wonder tales for children is a new story by Padraic Colum, a native of the land that the fairies love. "The Boy Apprenticed to An Enchanter" (Macmillan) is a poetical tale pervaded with the mystery and charm of magic and enchantment. Like the Irish poet's other stories this tale of the four greatest enchanters of all time is ideal for reading aloud to children who still live in a wonder-world. It is illustrated decoratively by Dugald Stewart Walker.

Another book in which magic reigns is "The Enchanted Forest" (Macmillan), a collection of tales wherein bewitched knights and ladies, princesses' and woodcutters' sons wander in the fashion children find delightful. Maud and Miska Petersham, the illustrators, are evidently quite at home in the enchanted forest.

Two other fanciful stories are "Queerful Widget" (Boni & L.) by Willis Brooks Hawkins, a guide book to a new never-never land where two and two make seven and other things happen accordingly, and E. Gordon Browne's fairy tales previously published in two volumes now available in a fine octavo under the title "The Magic Whistle" (Dodd, Mead). Attractive full page pictures in color by Florence Anderson help to make the latter an acceptable gift book.

But little folks cannot roam forever in the land of fancy. An admirable introduction to a real world, is provided by Hendrik Van Loon in "Ancient Man" (Boni & L.). The title is the only formidable thing about this unique book, written for the author's little sons of eight and twelve, because he believes that "an understanding of the growth and the experience of the human race" is the best compass for starting out in life. Mr. Van Loon's idea is not to write a "regular history" but "to explore the intricate wilderness of the bygone ages," hand in hand with the little sons. He writes simply *for* children not *down* to them. The bold drawings executed with a match will help in visualizing the events. Mr. Van Loon plans to continue the history of the ages in future volumes.

While Jack London's name is rarely connected with juvenile fiction, yet many of his novels, especially those with animal heroes, are eagerly read by boys. Aware of this interest thru his work with Boy Scouts, Franklin K. Mathiews, Chief Librarian of the Boy Scouts of America, has assembled under the title of "Brown Wolf and Other Jack London Stories" (Macmillan) a number of stories which are not only thoroly representative of London's work but offer considerable meat for vigorous young digestive apparatuses.

More stirring adventure of a sort to interest older young people is now made available to this class of readers in an abridgement of the reminiscences of Raphael Pumpelly, mining engineer, geologist and explorer, edited by O. S. Rice under the title "Travels and Adventures of Raphael Pumpelly" (Holt).

D. Lange has recently added another to his long list of Indian tales in historical settings. "The Threat of Sitting Bull" (Lothrop, L. & S.).

Helen Nicolay's "The Boys' Life of Lafayette (Harper), especially appropriate for an America Month gift, is an entertainingly written account of the French boy, born a marquis, who ran away to America to fight for liberty and became Major-General in the American Continental Army before he was twenty-one.

The Month's New Books

A classified and selected list of representative new books recently published. Annotations are descriptive rather than critical and intended to be unbiased, and are mainly informative of the scope and purpose of the book. Books specially reviewed are not listed.

ONCE MORE THEIR EYES MET
FROM "PRAIRIE FLOWERS" BY JAMES B. HENDRYX
G. P. Putnam's Sons

Fiction

THE CORDS OF VANITY; A COMEDY OF SHIRKING. By James Branch Cabell. 345 p. D *McBride* $2
A study of the artistic temperament, being the history of a hero who degenerates progressively. Published in 1909 by Doubleday.

DEAD MAN'S PLACK; AND AN OLD THORN. By W. H. Hudson. 185 p. O *Dutt.* $2.50
Two stories one of full novel length and the other a short one on happenings in a Hampshire wood, over a thousand years ago.

THE MYSTERIOUS RIDER. By Zane Grey. Illus. by F. B. Hoffman. 335 p. front. D *Harp.* $2
Reviewed elsewhere.

PRAIRIE FLOWERS. By James B. Hendryx. 313 p. D *Put.* $1.90
A story of western ranch life, in which Tex Benton, the hero of "The Texan," reappears.

THE HAPPY HIGHWAYS. By Storm Jameson. 306 p. D *Cent.* $2
The story of youth's revolt against convention, concerning three brothers who migrate from the Yorkshire moors to study in London.

SHE AND ALLAN. By Rider Haggard. 392 p. col. front. D *Longm., G.* $2.25
Reviewed elsewhere.

TOLD IN THE EAST. By Talbot Mundy. 281 p. D *Bobbs-M.* $2
Three stories, two of India, and one of Arabia and the Persian Gulf.

KALEEMA. By Marion McClelland. 292 p. front. D *Cent.* $2
Reviewed elsewhere.

THE BRIDE OF MISSION SAN JOSE. By John Augustine Cull. 448 p. front. D *Abgdn.* $2
A romance of the early days of the Spanish missions, with sidelights on the strife between England and America over California.

JENNY ESSENDEN. By Anthony Pryde. 308 p. D *McBride* $2

MASTERPIECES OF MYSTERY. 4 v. Ed. by J. L. French. D *Dou., P.* $5
Detective, riddle, mystic and humorous ghost stories by famous writers of yesterday and today.

ADAM OF DUBLIN. By C. O'Riordan. 346 p. D *Harcourt, Br. & H.* $2
A picture of Dublin of today, of all ranks of society as seen thru the eyes of a child born in poverty, who, thru a strange chance, is lifted up among the governing classes.

THE NEXT CORNER. By Kate Jordan. Front. by W. V. Chambers. 350 p. D *Harp.* $2
Reviewed last month.

THE MATING OF THE BLADES. By Achmed Abdullah. 281 p. D *J. A. McCann Co.* $1.90

Religion and Philosophy

THE RELIGION OF A LAYMAN. By Charles R. Brown. 84 p. D *Macm.* $1.25
Partial contents: The inwardness of character; The simplicity of a good life; The primacy of the moral values. Author is dean of the Divinity school, Yale University.

THE BIBLE AND MODERN THOUGHT. By J. R. Cohu. 352 p. O *Dutt.* $6
Partial contents: Misleading order and titles of Biblical books; Dawn of Israel's history; Historical Israel.

THE CALL TO UNITY. By William T. Manning. 162 p. D *Macm.* $2
Four lectures by the rector of Trinity Church, New York City, in which he points out the need for making the church a body that can herald co-operation and a more sincere democracy.

VOCATIONS WITHIN THE CHURCH. By L. W. Crawford. 211 p. D *Abgdn. Pr.* $1.25
Partial contents: The measure of a vocation; The ministry of preaching; The medical ministry of the church; The church a publisher; Social ministry in foreign fields (The Abingdon Religious Educ. texts.)

THERE SHE SAT, QUIET AND STATELY AS A PERFECT MARBLE STATUE
FROM "SHE AND ALLAN" BY RIDER HAGGARD
Longmans, Green & Company

THE EVANGELICAL REVIVAL. By S. Baring-Gould. 376 p. O *Dutt.* $6
Partial contents: Wesley and Methodism; The psychology of conversion; Whitefield and Calvinism; The Evangelical fathers.

A RELIGION FOR THE NEW DAY. By C. F. Dole. 307 p. D *Huebsch* $2
Partial contents: Spiritual evolution: a working formula; Changing human nature; Evil: what to make of it; The heresies that hurt men; Religion and industrial democracy; The gospel of percentages; The eternal life.

Sociology, Economics

NATIONALITY AND ITS PROBLEMS. By S. Herbert. 182 p. D *Dutt.* $2
Partial contents: Nation-making forces; Nationality and politics; Nationality and the great society; The future of nationality. Author is assistant lecturer, University College of Wales, Aberystwyth.

L'ETAT DE GUERRE AND PROJECT DE PAIX PERPETUELLE. By Jean Jacques Rousseau. Introd. by S. G. Patterson. Foreword by George Haven Putnam. 145 p. D *Apltn.* $1.75
Essays which may be applied to everyday problems, especially during the discussions on the League of Nations.

CREATIVE REVOLUTION. By E. and C. Paul. 220 p. O *Seltzer* $2.50
"A study of communist ergatocracy." Partial contents: Socialism through the class struggle; Historical significance of the Great War; The dictatorship of the proletariat; Socialism through parliament or soviet?

MEN AND STEEL. By Mary Heaton Vorse. 185 p. D *Boni & L.* $1
The story of the lives of the men, women and children in the world of steel.

GOVERNMENT CONTROL OF THE SUGAR INDUSTRY IN THE UNITED STATES. By J. Bernhardt. 282 p. D *Macm* $2.50
"An account of the work of the United States Food Administration and the United States Sugar Equalization Board." Partial contents: "Mobilization" of the sugar industry by the sugar division of the Food Administration; Reimposition of wartime restrictions; The contracts between the producers or refiners and the U. S. Government. The author is sugar statistician, U. S. Food Administration.

BIBLIOGRAPHY OF INDUSTRIAL EFFICIENCY AND FACTORY MANAGEMENT. Ed. by H. G. T. Cannons. 176 p. O *Dutt.* $5
This list contains both American and English works, with author, publisher, price and annotations. There are approximately 3,500 references. The editor is Borough librarian, Finsbury, London.

COMMUNITY ORGANIZATION. By J. K. Hart. 230 p. D *Macm.* $2.50
A study of community life under reconstruction conditions. Author is professor of education, Reed College. (The Social Welfare Library.)

Literature—Poetry

THE LYNCHING BEE AND OTHER POEMS. By W. E. C. Leonard. 84 p. D *Huebsch* $1.50
Many of these poems have appeared in *The Liberator; The Wisconsin Literary Magazine, The Wisconsin State Journal* and other papers.

FIR TREES AND FIREFLIES. By C. C. Wilson. 78 p. D *Put.* $1.75
A few of these poems have appeared in *Vanity Fair, The New Republic, The Pagan* and other magazines.

WHERE LILITH DANCES. By D. M. Boyle. 66 p. D *Yale U. P.* $1.25
(The Yale series.)

FROM A QUIET GARDEN. By M. P. Slosson. 112 p. D *Brent.* $2
Lyrics in prose and verse of love, nature and the family.

Literature—Drama

A KISS FOR CINDERELLA. By J. M. Barrie. 139 p. D *Scrib.* $1.50

A NIGHT'S LODGING. By Maxim Gorki. Trans. by E. Hopkins. 143 p. D *Four Seas Co.* $1.50
Previously published under title "Submerged." (Contemporary dramatists series.)

SHORT PLAYS BY REPRESENTATIVE AUTHORS. Ed. by A. M. Smith. 318 p. D *Macm.* $1.80
Thirteen modern plays by Jeannette Marks, John Masefield, Constance Mackay, Lady Gregory, Alfred Sutro and other writers.

Literature, Essays and Miscellany

THE GENTLE ART OF COLUMNING. By C. L. Edson. 177 p. D *Brent.* $2
"Introductory essays by Don Marquis, Christopher Morley, Franklin P. Adams and George Horace Lorimer." Partial contents: The first rule for humorists; The epigram; Comic verse; Contribs; How hunches come; The mystery explained.

BITS OF LIFE. 140 p. D *Brent.* $1.50
Short sketches of life.

PAINTED VEILS. By James Gibbons Huneker. 320 p. *Boni & L.* $10

THE WISDOM OF THE CHINESE; their philosophy in sayings and proverbs. Ed. by B. Brown. Preface by Ly Hoi Sang. 207 p. O *Brent.* $2.50
Partial contents: Confucius: the doctrine of the mean; Lao Tzu: precepts and sayings; Chuang Tzu; The poetry of the Chinese; Moral maxims.

Travel and Description

BELGIUM AND THE WESTERN FRONT, BRITISH AND AMERICAN. Ed by F. Muirhead. 448 p. front. maps S *Macm.* $5.50
This guide book contains 60 maps and plans besides a complete index.

WHAT I SAW IN RUSSIA. By George Lansbury. 189 p. D *Boni & L.* $1.50
Partial contents: Finland and Moscow; Lenin, Bolshevism and religion; Children and education; Prisoners and captives; Public health; Moscow to London.

FATHER ALLAN'S ISLAND. By Amy Murray. Introd. by Padraic Colum. 250 p. music D *Harcourt, B.* $2.50
A presentation of the folklore, music and customs of the inhabitants of Eriskay, an island at the extreme north end of Scotland, where Father Allan was pastor.

THE GROPING GIANT. By W. A. Brown. 204 p. O *Yale U. P.* $2.50
"Revolutionary Russia as seen by an American democrat."

THE SOUL OF JOHN BROWN. By Stephen Graham. 331 p. D *Macm.* $3
The record of a journey thru Georgia, following in the footsteps of General Sherman on his famous march. This is a story of what he heard and saw.

TALES OF A VANISHING RIVER. By Earl H. Reed. Illus. by the author. 266 p. ports. O *Lane* $3
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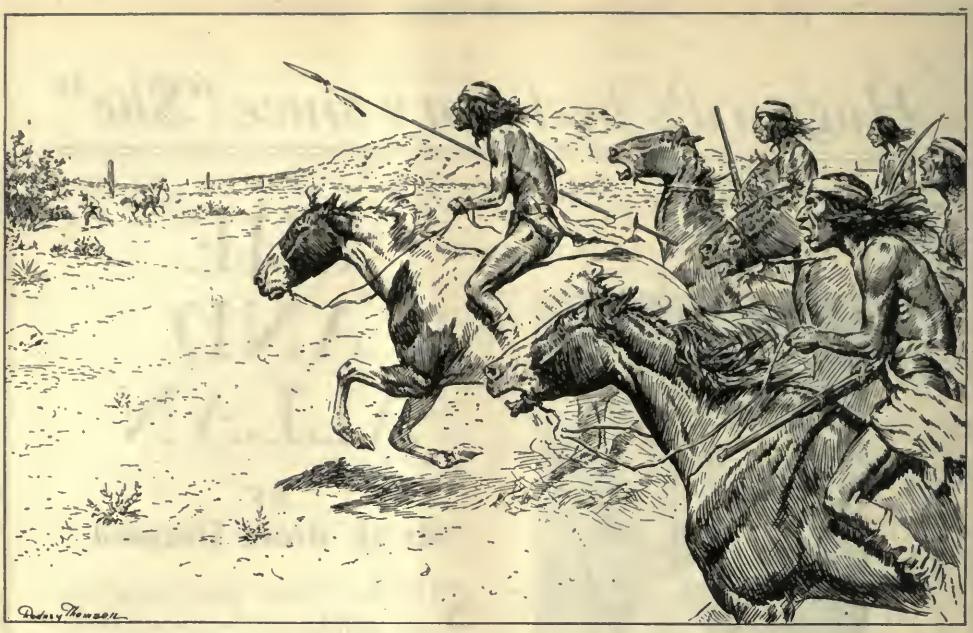

THE APACHES IN PURSUIT OF RHODES
FROM "THE TRAVELS AND ADVENTURES OF RAPHAEL PUMPELLY" ED. BY O. S. RICE
Henry Holt and Company

SOUTHWEST SKETCHES. By Joseph Amasa Munk. 322 p. front. O *Put.* $3.50
Partial contents: The Mesa country; In Hopiland; Passing of the Apache; Ranch reminiscences; Big irrigation projects. The book is illustrated from photographs.

Biography

RUSKIN, THE PROPHET; and other centenary studies. By John Masefield and others. Ed. by J. H. Whitehouse. 157 p. O *Dutt.* $3.50
Partial contents: "Ruskin and Plato" by Dean Inge; "Ruskin as political economist" by J. A. Hobson; "Ruskin and Shakespeare" by F. A. Dale; "Some memories of Ruskin" by H. W. Nevinson.

PERSONAL ASPECTS OF JANE AUSTEN. By Mary Augusta Austen-Leigh. 177 p. front. D *Dutt.* $4
The story of the childhood and school life of Jane Austen.

NAPOLEON, THE THIRD. By Walter Geer. 365 p. ports. O *Brent.* $5
"The romance of an emperor." Partial contents: Childhood of Prince Louis; Life in Switzerland; Prisoner of State; Revolution of 1848; France and Italy, 1860; Decline of the Empire; The German War, 1870; Last days of the Emperor.

RECOLLECTIONS OF THE REVOLUTION AND THE EMPIRE; from the French of the Journal d'une femme de cinquante ans. By Marquise de la Tour Du Pin. Ed. and trans. by Walter Geer. 444 p. ports. O *Brent.* $6
The memoirs of Henriette-Lucie Dillon, who was born in Paris in 1770 and died in Pisa, Italy, 1853.

ANNOTATED BIBLIOGRAPHY OF THE WRITINGS OF WILLIAM JAMES. Comp. by R. B. Perry. 69 p. O *Longm., G.* $2.25
Compiler is professor of philosophy, Harvard University.

Books for Boys and Girls

ISABEL CARLETON AT HOME. By Margaret Eliza Ashmun. 262 p. front. D *Macm.* $2.25
A story for older girls, of the life in the Carleton home while Isabel was a junior at college.

CAPTAIN LUCY'S FLYING ACE. By Aline Havard. Illus. by R. P. Coleman. 302 p. D *Penn* $1.75
The adventures of a young girl in a French village before the armistice. (The Army Girl series.)

HEAD OF THE LOWER SCHOOL. By Dorothea Moore. 304 p. front. D *Put.* $1.75
A story for girls, of a school in Lincolnshire.

TRAVELS AND ADVENTURES OF RAPHAEL PUMPELLY; Mining Engineer, Geologist, Archaeologist and Explorer. By Raphael Pumpelly. Ed. by O. S. Rice, State supervisor of School Libraries, State Department of Public Instruction, Wisconsin. 367 p. front. O *Holt* $1.75
An abridged edition for older boys and girls of these adventures among the Apaches, Mexicans and of his daring feats in Japan, and other journeys in China and Siberia.

DON HALE WITH THE YANKS. By W. H. Sheppard. Illus. by H. A. Bodine. 314 p. D *Penn* $1
Adventures of Don Hale with the American Flying Corps in France. (The Don Hale ser.)

THE TALE OF JOHNNY MOUSE. By Elizabeth Gordon. Illus. by Maginel Wright Enright. D *Volland* $1.35
A story for little children.

THE GINGERBREAD HOUSE. By Mrs. R. A. B. MacArthur. Illus. by H. L. Price. 277 p. O *Penn* $3
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The American Book Trade Journal

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R. R. Bowker, President and Treasurer; J. A. Holden, Secretary
Entered as second-class matter June 18, 1879, at the post office at New York, N. Y., under the Act of March 3, 1879. Subscription price, Zones 1-5, $6.00; Zones, 6-8, $6.50; Foreign, $7.00
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VOL. XCIX. NEW YORK, JANUARY 22, 1921. No. 4

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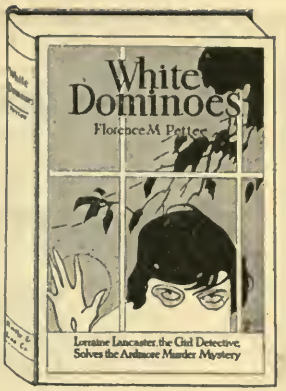

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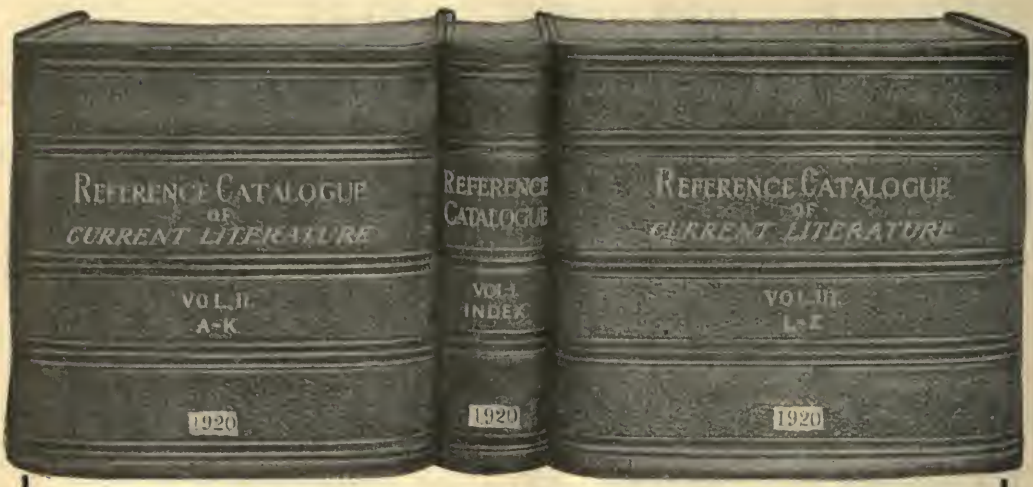

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The Publishers' Weekly

January 22nd, 1921.

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NEW YORK

The Publishers' Weekly
FOUNDED BY F. LEYPOLDT

January 22, 1921

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

The N. A. B. P. Meeting

SO rapidly had the infant of five months grown toward maturity that the National Association of Book Publishers held this week what seemed to be a first birthday festival, for into the five months a year's worth of work and result had already been crowded. The gathering at the Hotel Astor, representing nearly all of the fifty publishing houses included in the membership, showed equal gratification for the achievement already reached, and confidence in success in the future in making the new Association the means of developing the American book-trade toward its full possibilities. Very cordial tribute was paid to President Hiltman for his energetic part in this work, and the report of the Executive Secretary was listened to with keen interest, and taken as giving sure promise of larger achievement in the coming year.

Altho the general feeling of those present at the meeting was that little if any profit had been made during the year because of the increasing cost of manufacture and sale, and these conditions had not yet been substantially mitigated except with regard to paper, there was general confidence that the plans of campaign for 1921 would result in largely increased sales, and ultimately, if not in the present year, return more adequate margin of profit. The thought that the key to publishing success was in decreasing the number of titles and increasing the average sales met with general response—altho this is but a restatement of the problem always before publishers, fallible in the human nature of their judgment, of choosing the right book that will sell and declining the wrong one that will not.

The business of dealing in books has seemed to be promotive of longevity, and, altho E. P. Dutton in his ninety-first year and Henry Holt in his eighty-second year were not present to represent the houses which they still head, Major George Haven Putnam, who, at seventy-seven, is still one of the busiest and most effective of workers, was one of the guests of honor. The veteran among booksellers is probably Timothy Nicholson of Richmond, Indiana, who was the first Treasurer of the American Book-Trade Union of 1874—an allusion which suggests that the days of book-trade associations have not been as remarkable as those of some of their members. The A. B. T. U., organized by western booksellers, became in the same year the American Book-Trade Association, inclusive of publishers as well, but it did not survive the differences developed at the Philadelphia meeting of 1876 over the question of decreasing discounts and making net prices. The American Publishers' Association, organized in 1900, was found to contravene the Sherman Anti-Trust Law and came to an unhappy end, to the considerable cost of its members. Mr. Stokes, who has brought his forty years of experience to the new Association, in support of President Hiltman, and who was deputed as Toastmaster at the luncheon, gave assurances that the present organization would be kept free from anything which could possibly bring it into antagonism with legal provisions—this should mean there will be no effort to enforce either net prices or an obligatory scheme of discounts, which must be left to the common sense and voluntary co-operation of the trade. It is to be hoped that this common sense will be heartened and heightened by previous experience and that net prices will remain the rule, without such extreme discounts as will invite the book buyer to ask and the bookseller to grant part of the discount which must be the margin for the distributor if the trade is to be kept on a sound basis and bookstores and bookselling encouraged.

The membership of fifty, including most but not all of the important houses, is a creditable showing for the first year. There has been hesitancy to join the Association on two grounds—the fear of such action as that which has been so distinctly disavowed and the embarrassment of educational houses because of such laws and regulations as those still on the statute book in Texas. Trade Associations are a vital part of present business methods, and it will be recalled that during the war the Federal Government insisted on some organization of publishers with which it could treat. No state laws should contravene such

associations, and it is to be hoped that the states may see light on this question, while it is evident that nothing in the new Association will in any way be permitted contrary to law.

There is every reason to believe, therefore, that the National Association of Book Publishers will be the permanent association of the trade and at no distant date will include book publishing in all its branches.

In the after-luncheon speaking, there was much pleasantry over printers' blunders. We recall one from editorial experience, which is pertinent to present circumstances. A sentence was dictated "librarians and booksellers were prone to look upon each other askance"; the stenographer and printer translated this into an assertion that they looked upon each other "as scamps," an assertion happily suppressed by vigilant proof-reading. That last was never true, but it has been true in the past that there was more or less feeling and friction among publishers and booksellers and librarians. To-day many of these difficulties have been smoothed out, altho booksellers will still ask for increased discounts and librarians will press for a share in such discounts. But all those who have to do with the distribution of books now understand each other and their respective difficulties as never before, toward which happy conclusion the organizations concerned, the American Booksellers' Association, the American Library Association and now the National Association of Book Publishers can and should work together.

A New Serial

IN this number of the PUBLISHERS' WEEKLY, there begins a series of articles, written especially for our purpose, on "The Story of Paper." Mr. Van Wyck is connected with one of the great American paper manufacturers, and is an authority on paper-making in all its historical and modern significance. The articles are written for the person who handles books, and will show the romantic past of the material that is so carelessly handled, of the gradual development of different types of paper for different uses and the wonderful development of the machinery that makes it pos-
world to use so many thousands
ear. The series will be published
week thru the next three months,
o will follow the articles from issue to issue and save them for reference will have at hand some of the best available material for a popular understanding of this subject, which is so fundamental to the bookseller.

Who Are The Good Booksellers?

THE plan for an Honorary Fellowship of Booksellers as outlined by a committee of the American Booksellers' Association in last week's PUBLISHERS' WEEKLY opens up interesting possibilities for the gradual recognition of those who are doing most and giving most for the profession.

No standards of bookselling proficiency exist nor can they easily be set up, yet by the selecting each year of five names for the Honorary Fellowship from the many that can be nominated, the booksellers will be expressing their own sentiments as to what good bookselling is.

No one can tell in advance whether the selection will tend to honor the man of long service, the specialist with methodic preparation, the brilliant sales-builder, the rare-book man, the department manager, the salesman or the store owner, but it is sure that the process of evaluation thru the simple machinery projected will show that the book-trade has many fine figures to whom its fellows can point with pride.

The Booksellers' Association deserves full support from all the trade to help it make this Fellowship plan a real opportunity for giving credit to those who so well deserve it.

A Printer's Library

WHY should not every printing office have a library—asks *The Printing Art*—an office library of technical works on the craft in its various ramifications and examples of the printing turned out by the masters in the trade, for the use of its employees, and to demonstrate to customers exactly what can be done with the work they call to place.

Many printers have a room in connection with their offices in which they keep samples, and to which they take the customer in order to discuss his work, but we never heard of one where there was a real technical library for the training and education of such of the employees as desired to use it, and for the gathering together of books of reference on trade subjects with examples of master work.

Such a library ought to increase the desire among the employees to produce better printing and should make it possible to realize those desires.

The Story of Paper

By Benjamin S. Van Wyck

I. From Papyrus to Machine Made

WHEN man began to communicate his thoughts to other humans by symbolizing, establishing characteristic marks for definite sayings, deeds or commands, then writing material became a needed medium, whether it was stone, the bark of a tree, the skin of an animal or the fabricated composition of layers of the structure of a plant.

In Egypt

The word paper, of course, comes from the Latin word papyrus, and its Greek name, Byblos, is our word bible. Many believe the writing material of the Egyptians made from the papyrus plant to be paper, having the physical characteristics of the paper we use today and produced fundamentally in the same manner from pulp, that is, from rags and various vegetable fibres, macerated, treated chemically and mechanically, then made into thin layers of paper on a mould (hand process), more of which, in detail, we shall touch upon later.

The reign of King Assa (3580 to 3536 B. C.) is recorded on rolls of papyrus writing material. These rolls, at present, in the possession of the British Museum, are the most ancient examples extant of papyrus plant production, and there is little doubt that this material was used for many centuries before by the Egyptians. The most notable examples in the museum measure from sixteen to twenty feet in length by approximately nine and one-half inches in width, unwieldy affairs containing much that is of interest to posterity and to Egyptologists.

The papyrus plant, altho now extinct in Egypt, was cultivated in the delta of that country until the middle of the tenth century, and its uses were manifold. From the stem came strips for writing material, sails, mats, boats, cord and cloth. The root furnished wood for many kinds of utensils and whatever was left became fuel. The pith was an article of food equalling in taste, perhaps, some of our most famous present day breakfast foods. The top or umbel, which was tufted, became a decoration for the shrine of the gods. The Egyptians utilized practically every particle of the plant for commercial purposes. In appearance it was a tapering reed six to eight feet in height, three to four inches in diameter at the base, and grew rather straight. The plant now grows naturally in Abyssinia and at Syracuse in Sicily.

To produce strips for writing material the operatives split the stems longitudinally with a sharp knife, the broadest strips coming from the center of the plant proving the most desirable. These strips were laid side by side on a flat surface until the standard width of about nine and one-half inches was obtained; then shorter and narrower strips were interwoven at right angles to prevent splitting. The whole fabrication was immersed in water and when properly saturated was removed, after which the finishing process began. Pasting, pressing and finally smoothing with an ivory implement, a smooth stone or a shell completed the operation.

The Kings of Egypt exacted heavy tolls from the exportation of this produce. The regality of their courts as well as the maintenance of their armies came largely from the tax imposts applied on all sales. The Ptolemies of Egypt about 200 B. C. became jealous of the historical records being compiled by Eumenes II of Pergamun, who imported the papyrus product for recording the achievements and deeds of his reign. Finally the exportation of the finished product from Egypt was forbidden, forcing Eumenes to use some other material in order to complete the library he had started. No plant growths like the papyrus being available, it was found necessary to use the skins of animals (goats, sheep, etc.) and the word parchment is derived from the name of the city, Pergamun, one of the "seven cities" of the Book of Revelation.

The beginning of the end of papyrus writing material occurred when some nameless Chinese a few centuries before Christ invented the means and process of producing a thin sheet-like material which, in principal, is the same as employed today. Europe did not learn of the process until 751 A. D., and then only by accident. It seems the Arabs of Samarkand, while resisting a foray by a band of Chinese maurauders, captured several of the enemy band and amongst the captives were some paper makers who imparted their knowledge of the art in order to save their lives.

China's Gift

There is much conjecture concerning the raw materials used by the Arabs, but as flax grew profusely in the district of Khorason, it is reasonable to conclude that linen rags and the flax itself constituted the first raw material combination used in Europe. Linen rags were preferable, inasmuch as the fibre already had been more or less cleansed, therefore requiring little additional treatment to make it usable for paper making. Possibly some cotton or cotton rags were used, also vegetable fibres from plants easily workable.

The process of making paper by hand at that time was simple. The Arabs employed the aforementioned materials, and the Chinese resorted to those fabrics that were indigenous to the Flowery Kingdom, cotton or cotton rags and plant fibres. The first step was the reduction of the raw material to a pulp by shredding, boiling it in a weak alkaline solu-

tion to rid it of impurities; then macerating it by beating until the proper length of fibre was obtained. The pulp was then put into a tub filled sufficiently with water to permit the pulp being kept in suspension by stirring.

The apparatus on which the paper was formed consisted of two parts: a base frame on which tautly drawn reeds were strung, closely resembling a crude reed sieve. The superframe looked very much like a common wood picture frame which fitted snugly over the base piece, the sieve part showing thru the aperture. This combined unit is known as a mould, and the superframe is called a deckle frame, being instrumental in producing the deckle edge on a sheet of paper if desired. Its function is to prevent the pulp from flowing away from the frame during the dipping operation.

First Methods

Pulp and mould being ready, the paper maker dipped the mould into the tub, and when a sufficient amount of pulp flowed onto the mould while he slightly oscillated the combined frame in forward and side directions, it was lifted clear of the surface of the tub's contents, allowing the water to drain. The subsequent process was a delicate one in that it involved the separation of the moist paper from the mould. The deckle frame was first removed, then the mould turned upside down, permitting the paper side to rest on heavy wool cloths, and with slight pressure the paper adhered to the cloth, allowing the release of the mould. This operation later became known as "couching," pronounced "cooching," and the one doing it a "coucher."

In those days they resorted to the use of vegetable size in treating the surface of the paper to prevent the ink from spreading; without its use the writing would have become so blurred that it could not be read. Exposure of the finished sheets to the sun was the means of drying and the product was then ready for the sales marts.

From the middle of the sixth century the use and manufacture of paper became general in the nations of Europe, and, as it was the physical medium of disseminating the knowledge of the world, it may well be said that paper was one of the precursory factors in assisting man from the medieval period to that of the interesting epoch of the Renaissance. From the Middle Ages, man's mental development leaped forward, once the classics of the past, which stirred the very best and sadly the very worst that was in him, had been revived. All the subtlety of the Renaissance is expressed in the exquisite productions of hand-made papers during this period of both Italy and France. Texture, colorings and watermarks were highly individualistic, and the museum specimens are a rare treat to the lovers of the beautiful in paper.

The Moors in Spain contributed a wealth of beauty in paper produced in the paper mills of the old city of Toledo, but when this highly cultivated race was banished from that country, paper making went into a decline, the industry becoming but a ghost of its former self. Spain claims to have been the first country of Europe to engage in the manufacture of paper and her contention is probably just inasmuch as the Moors and Arabs were practically of the same blood and the latter were the first to learn the oriental process of producing paper. In 1609, when the Moriscoes were finally expelled, the industries of Spain received a severe blow, as the Moors were the mainstay of the industrial population.

In Italy the famous Fabriano Mills built in the eleventh century are still producing hand made papers, and it is claimed that these present day sheets retain many of the identifying marks of the early productions of centuries ago. Italian mills were the first to use animal size which was an improvement over the vegetable size introduced by the Chinese. Also, they were the leaders in the art of water-marking on which single subject alone volumes could be written.

Strangely enough England was one of the last countries to take up the manufacture of this necessary article, preferring to import for her needs from France and Holland. As an industry, it did not become established until the immigration of the Huguenots in 1687. But what an industry it became! Her mills attained fame almost in a day and in certain specialties she still reigns supreme.

With the advent of wood block printing in the latter half of the 14th century more paper was required to meet the demand, so great was the thirst for knowledge. To keep up with the requirements, mechanical contrivances were invented to speed the production of pulp making and the finishing processes, but it was not until the beginning of the nineteenth century that paper was made in a continuous web of given width so that sheets could be cut into dimensions of varying length. The printing press hurried on this invention because of its insatiable appetite for more paper than it was possible for the mills of that day to produce. The achievement of the continuous web manufacture was the invention of a Frenchman altho the equipment bears the name of an Englishman who became bankrupt in trying to promote its use.

"On reading good books: No, not even life itself is so vivid nor so wonderful as reading about it, because in good books life that is strange as well as life that is familiar is interpreted for us thru the sympathetic eyes of those who are chosen of God.

"Why buy books? To stimulate, to grow, to enlighten, to broaden, to reach a larger understanding and a greater wisdom of humankind, and its sorrows and pleasures. Each of us cannot personally experience all the phases of human existence and human knowledge, but thru the medium of books we can establish as large a contact as we wish."

—William C. Lengel, Cosmopolitan Book Corporation, New York City, in *New Era Magazine.*

Publishers' Annual Meeting and Luncheon

National Association Meets at Hotel Astor

WHAT was pronounced to be the most generally representative gathering of book publishers that has been held in the history of the trade came together for a business meeting and luncheon at the Hotel Astor, New York, on January 18th. Reports of the four months of activities were received with great interest, and the same officers and directors were re-elected for the ensuing year. Immediately after the business meeting, a luncheon was served for ninety of the Association members and guests; and President J. W. Hiltman introduced Frederick A. Stokes as toastmaster. The speakers for the occasion were: Joseph C. Lincoln, Heywood Broun and C. H. Rohrbach, a well-known writer and authority on trade organization.

The officers for the ensuing year are as follows:

President—John W. Hiltman.
1st Vice-President—John Macrae.
2nd Vice-President—Charles C. Shoemaker.
3rd Vice-President—Joseph C. Bray.
4th Vice-President—Alfred R. McIntyre.
Secretary—Frank C. Dodd.
Treasurer—George Palmer Putnam.

Directors to hold office until January, 1922:
George H. Doran,
Herbert S. Baker,
Joseph C. Bray,
William J. Barse,
George Palmer Putnam.

Directors to hold office until January, 1923:
John Macrae,
Charles C. Shoemaker,
S. Edgar Briggs,
Alfred R. McIntyre.

Directors to hold office until January, 1924:
John W. Hiltman,
Frederick A. Stokes,
Alexander Grosset,
Henry Hoyns,
Frank C. Dodd.

The Business Meeting

The Association was meeting for the first time since its organization in July, and the Membership Committee read a report showing that there are now fifty members and several others who would undoubtedly join shortly. The Association aims to increase this membership to seventy-five within the next six months, and if the enthusiasm shown for the work accomplished means anything, this should not be at all impossible.

The Treasurer's report was presented by Secretary Frank C. Dodd, Mr. Putnam being absent in Florida. The President's address, showing the conditions of the Association, and presenting his appreciation of the loyal support given to him in his first term of office, was read by John W. Hiltman, President of D. Appleton & Company. He emphasized the possibility of the formation of groups with special interest, under the auspices of the Association, who could use the conference room and the facilities of the headquarters for separate meetings to study the special problems of the group. The office would be ready to cooperate in any way to bring such related groups together. Several publishers during the meeting took pains to express the feeling of all for the loyal work of President Hiltman, who has given so much time and energy to the Association's affairs and has been largely responsible for showing the progress already assured.

Executive Committee

The Executive Committee of the Association, on whom the detail work falls, had met weekly and given unstintingly of their service. This Committee, which is formed by nomination of the President, included, besides himself, Frederick A. Stokes, Frank N. Doubleday, John Macrae, Henry Hoyns, Alexander Grosset. The Executive Secretary, Frederic G. Melcher, read an exhaustive report of what had been undertaken and accomplished since August, that report being received with much interest and comment. It is presented in full in this issue of the PUBLISHERS' WEEKLY.

General discussion from the floor brought a well approved question from Mr. Shoemaker as to whether the securing of more booksellers would be the best of all arguments for obtaining support for the Association. "The small number of booksellers," he said, "is a reproach to all publishers. Few have more than a thousand active accounts. There is about one bookseller for every fifty thousand population. We ought to have a bookseller for every ten thousand population. If we increase the number of booksellers, we shall be doing the most telling work we could undertake. The bookselling business is today not 'the worst business in the world' by any means. We are all making money and paying bills promptly. There is no reason why we should not say to people, 'Why don't you start a shop of your own?' We should look into the field of shops with related activities and get them to undertake bookselling and show them how they can make money selling books. A definite and enthusiastic campaign in this field could be undertaken. Again, we must continue to encourage greater interest on the part of the public in reading and owning books, and I hope the co-operative advertising campaign will be again taken up. Publicity is necessary to get people to buy books."

Mr. Doubleday also spoke briefly in favor of starting retail stores, and said that out of his ten years' experience in the field he could say that they had lost no money as yet, and that December, 1920, had been a record month in every respect. With regard to this Association, he said, "I believe that fine and constructive

things have been undertaken, and in this way we can work to increase the general sale of books. It is a very singular thing that it costs as much to market a book as to make it, i. e., traveling, advertising, merchandising, etc. These cost as much as the manufacturing. The way to overcome this is to increase the sales."

Tariff and Copyright

Major George Haven Putnam, as pioneer in co-operative efforts in the American publishing field, was called to the platform, and enthusiastically applauded. He offered his congratulations to the Association on the work done and the scope of what has been planned. He said he hoped that the younger men in the publishing world would step forward and carry American publishing on to finer things and a wider range of effectiveness. Being especially questioned on the copyright situation, he spoke of the work of the Publishers' Copyright League, of which he was the active head, which had obtained action from London and Washington to save copyright that might have been lost by delayed mails during the war. He stated that in Washington, instead of the fifteen per cent present tariff on books, there was a proposal of a twenty-five per cent tariff, which, he said, would be most unfortunate. If the increase to twenty-five per cent should be accompanied by similar increases in the materials that go into books, the publishers would have perplexing problems to meet. He spoke of the fact that the unions which touch the field of book-making or which have insisted on the manufacturing clause in the present copyright bill, were now disposed to believe that American book manufacturing can hold its own, and that copyright legislation should not be needed to sustain this.

Educational Viewpoint

Mr. Pulsifer, head of D. C. Heath & Company, called upon to comment on the school-book situation, said that he believed that the educational publishers had a real need of organization, and that he hoped that the more conservative publishers in this field would see the need of this and come in as a body as part of the Association. He felt that the report of the four months' work that had been read showed that if similar attention were given to the problems of the educational field, there would be great benefits obtained, and that his house for one would be very glad to join when the others were ready, or, if the educational publishers could be induced to organize an association of their own, that could be affiliated with this organization. He spoke of the dilemma that increasing costs had placed the educational publishers in, a conservative estimate being that the cost of manufacturing their books had gone up twenty-five per cent in the last three years, with state contracts fixing many books for a five-year period. He spoke of one state where an elementary book was being supplied at eighteen cents less twenty per cent discount, of which the net manufacturing cost was thirty-two cents. He found on the whole, however, that the educational world appreciated that it was impossible to keep prices down to the old level.

The Banquet

About ninety publishers and guests sat down to the annual luncheon, which Mr. Stokes, toastmaster, pronounced the largest gathering of publishers that he had seen in his forty years of experience. In speaking of the conditions that faced publishers, Mr. Stokes said of the conditions that have grown up in the last few months that he felt it might be observed that the publishing business was "as fine as silk." This brought an appreciative smile from those who understood what had happened to the silk business in the last year. He said that in the old days it was a pleasant saying of the author that "the publisher drank his wine out of the skull of the author," but today it would seem as tho the paper makers, printers and binders had made a loving cup out of the skull of the publishers. He introduced as the first speaker a man who he said bore "one of the most honored names that could come to us from the land of Cod—that country," he said, "where the Houghtons spoke only to Mifflins and the Mifflins spoke only to God." Mr. Lincoln was at his best in wit and pertinent reference to book-trade conditions. "I am not used," he said, "to talking to publishers, altho I have had some experience in talking to one publisher. Certainly I cannot talk to you all on how to sell books, much as I might tell one publisher how to sell one particular author's book. Perhaps we might talk a little about literature. What is literature? It seems to be like the soap in the bath tub—just when you put your finger on it, it slips away. I started my reading in a circulating library on Cape Cod. I can see it and smell it now. There was no question then as to what literature was. Ouida and the well-known love stories were on one side, and literature in the straight sense was on the other. Now, however, the classics are being revaluated. Shaw wonders whether Shakespeare is overestimated; Bennett discusses Thackeray; and Wells puts a few other Victorians in second place in his critical comments. Perhaps, after all, the good old public will be the real censor. The public is a bromide, being born bromidic, falling in love with the bromidic, dying bromidic, and the public likes good stories with the bromidic elements in them." Mr. Lincoln told several delightful stories of printers' misprints, and Mr. Stokes in introducing the next speaker, followed this with another equally good story of the small city paper, which, when the great Suffrage leader was visiting the town, announced that "Mrs. Catt has mangy friends in this vicinity."

Heywood Broun, the well-known critic of the New York *Tribune*, backed up Mr. Lincoln's suggestion of revaluating the classics. He felt that it was a good thing to have the old gods taken down from the shelves once in a while and looked over. "Shakes-

peare," he said, "tyrannized the stage for years until every actor had to climb over Shakespeare before getting recognition." He said that this reminded him of Andersen's story of the "Emperor's Clothes," in which the cloth weaver had persuaded the town that he had made the most wonderful gown imaginable for the Emperor, and, altho people could not see any gown at all, they still praised and talked about the wonderful dress that the Emperor was wearing down the street. All was going well until some small child called out, "Why, the Emperor's got nothing on at all." Not all such re-examination would show nakedness, and some re-examined Emperors would be found to have good woolen underwear and even fur coats of time-wearing quality. Still, occasionally, the child points to the fact that needs to be known. Mr. Broun felt that newspaper criticism needed to be different from other criticism and that it must keep its privilege of being emphatic and occasionally overstating its case. "The newspaper critic's function," he said, "is like that of Paul Revere. Revere was announcing what he felt to be great events that were happening, but, having been over that country many times before, he knew very well that many of the people he was passing were heavy sleepers, and he made his story as emphatic as possible."

The last speaker introduced was Mr. C. H. Rohrbach, Secretary of the New York Organization of Trade and the Sales Managers' group, whose recent articles in *Printer's Ink* on "The Value of Trade Organization" have been widely read. Mr. Rohrbach pointed out many of the effective things that trade organizations were doing in gathering invaluable statistics on all the conditions that go into the industry, statistics available in all contracts with labor, with the government, or in taxation, and statistics used by various members in steering their business on the increasing markets. Many associations, he said, compiled business information especially for the members' use, others ran collection agencies and traffic bureaus which save a great amount of money for subscribers. The greatest field of all, he felt, was watching costs by having a general survey of the field and by promoting trade. He told how many associations had found that it was especially necessary to be organized in order to meet competition that they had hardly believed was encroaching upon them, just as the structural steel workers did not realize that the cement people had greatly encroached on their bridge building orders and that they would have to work hard to get back to the ear of the public. He pointed out that our competitors for the public's use of its leisure were all organized and fighting for attention. The movies are organized; the periodical publishers are organized; the newspapers are organized. Among the industries closely related to us which are finding great value in being organized is the Music Industry Chamber of Commerce, which is spreading its activities rapidly and with increasing success. It has a Better Business Bureau, Credit Bureau, Export Bureau, Legal Bureau, and a Service to the Retail Trade Bureau. He closed by congratulating the Association on the rapid progress that the year had shown, and by saying that, with his knowledge of what the Association could do in the book-trade, there should be a wide change for expansion to the benefit of each group of book publishers who should be connected with it.

Report of Executive Secretary

Immediately after the July 28th meeting of the newly elected Board of Directors, the tentative plan of the Association's work, which it had passed upon, was under way, and the rooms at 334 Fifth Avenue leased for twenty months, dating from August first. The procuring of these very central quarters has proved a very favorable circumstance in the work of the Association, as it has meant that committees could be rapidly gathered, and that the many people interested in what the Association can do, could readily reach the office.

The detailed work of the office has also been greatly favored by the fact that the Executive Committee, consisting of the President and five others, has been willing to meet weekly with very loyal attendance, and give constant consideration and direction to the various matters that come forward.

Altho a general program had been laid out for the Association, the practical plan has been to proceed from one task to another, according to which was most urgent and of immediate interest to members. The larger aspects of this program have been considered bi-monthly by the Directors, who represent different types of publishing houses.

The fall activities and work have fallen largely in the following groups: Problems of book manufacturing, which have become very acute since September; the promotion campaigns which have been planned at the headquarters and directed from there, altho including others besides our own members, and various special investigations brought about by problems that members brought to headquarters for consideration.

In all our relations with other groups of producers the advantage of organization has been clearly apparent. Every other business interest is organized and acts with a solid front, and a solid front on the part of book publishers has been of very immediate importance. In some cases merely the letterhead indicating a common interest among the book publishers has been of very decided value.

Among the problems of book manufacture the printing situation has been the most crucial. The eight New York unions had filed in June their demands for increases based on the

agreement reached with the Employing Printers after the strike of a year ago. Altho this applied only to New York unions, it is well-known that changes in the New York scale immediately affect scales in the other large book manufacturing centers.

The agreement of January first, 1920, had stated that the wage question could be opened up on October first, 1920, and be considered on two grounds, as to the increased cost of living between January first and October first, if over 5 per cent, and as to the general conditions of the industry. As the figures on the cost of living which would be used, would be taken from official sources, the efforts of our Association in strengthening the hand of the Employing Printers was in the line of picturing vividly the real condition of the industry as affected by recent increases. It was apparent that the Employing Printers needed every help from their customers if they were to make a real fight.

Printing Statistics

In order to picture the effect of increased printing and binding costs on the book industry, our office gathered statistics from forty publishers, as to the effect of rising prices on their general output, the number of books thus put out of print, the forms left unprinted on that account, and the effect of any further increases on future plans. These figures formed an important part of the case as presented to the arbitrators when the wage discussion went into that stage, accompanied by similar figures from the National Publishers Association, representing the periodical group.

The arbitration dragged on into December, and in the first part of that month the unions filed a rebuttal in which they attempted to show that past increases had left the shops as busy as ever, and that there was no slacking in sight at this time. Our Executive Committee immediatly gathered more statistics and had letters sent to the arbitrators to strengthen its side.

Finally the day before Christmas the arbitrator made awards of from $2.50 to $5.00 a week, instead of the $15.00 to $18.00 a week asked for by the men, or the $4.00 flat per week offered them October first by the Employing Printers. That there should have been any increases at all seemed most unfortunate, and the Executive Committee sent a very positive letter to the book printers that book publishers should expect and insist that this increase be absorbed inside of the printing offices.

The binders' union had an arrangement with the Employing Binders similar to that of the printers, but they informally agreed with the employers that they would await the result of the printing arbitration.

As the binderies were far less busy by the time this settlement was made, it does not seem likely that the workers in this field will get the full effect of this increase. The Employing Binders have received emphatic word from the Association that the retail market for books cannot absorb the slightest increase.

In November the electrotypers granted an $11.00 increase to the workers, after an informal conference which seemed to show an entire absence of interest in the producer's needs in the present market. Both the periodical publishers and ourselves have been investigating this situation, and the U. S. Chamber of Commerce has been asked to see whether there are not improper relations between the employers and the unions.

During December the photo-engravers made similar demands of the Photo-Engravers' Board of Trade. Plate cost interests the periodical publishers even more than the book publishers, and the negotiations were carefully followed. On January first the men struck for a few hours and then the matter went to further discussion, with a finally announced increase of $6.00 per week. Boston photo-engravers are bidding in the New York market at a much lower price, and it is not believed that the shops can pass this increase on to the consumer.

In October the situation in book publishing was laid before the various manufacturers of material, binding-board, cloth and paper. During November binding-board began to drop rapidly. On December first three of the largest producers of binding cloth sent in revised schedules. A questionnaire to the paper manufacturers brought in valuable information and these producers were shown the probable results of a maintenance of the 1920 high levels. By the first of the year the price of book paper had begun to come down.

Altho the paper manufacturers are non-committal as to rates ahead, it is sure that pressure from the slacking-up of demand is going to bring about desired results. A special conference of paper buyers from some of our members was recently held, and it was thought that there might be developed later in the year a method of co-operative buying in suitable staple lines for other than large contract paper, which would bring decided advantages in price. As most houses are supplied for the next few months, this will not be pressed until later.

Special Investigations

There was also organized a committee on publishers' wrapping methods on small parcels, to see whether a study of various methods could produce suggestions valuable to others and with a possibility of co-operative buying on staple needs. Full results of this study will be reported shortly.

It was brought to the attention of the Executive Committee that stereotyping, which is so largely used in England for book manufacturing, might be encouraged here to advantage, with a very decided economy in cost. The Committee has been looking into this carefully, and hope to soon be able to report the results of actual experiments on typical book work.

At the request of the Committee, the American Railway Express made a study of shipping methods in publishing offices.

The problem presented by the campaign for new department store outlets developed by the *Dry Goods Economist* was brought to the attention of the Executive Committee for advice and suggestion, altho not a part of the Association's work. On account of the lack of a complete organization for follow-up, this plan had not fully accomplished what had been intended, and the second half of the advertising program, dating from January, has now been postponed for six months, with the thought that at that time those interested in the plan may find some way to provide for a canvass of department store prospects that will bring full value for the display advertising used.

The secretary was also asked to participate in the conference on a proposal emanating from Dr. Harry E. Bard, Assistant to the Minister of Education in Peru, whose suggestion it was that the educational publishers of America and the producers of educational material should organize to present the cause of American educational material to South America by a special bureau. After several interesting meetings, this matter was referred to a committee of those in that special field.

There have been no special problems of copyright or tariff during the fall, but the tariff is likely to be considered in Washington in the course of the next two months, and, also, strong support is now being given to the plan of eliminating the manufacturing clause from our copyright legislation. The Secretary of the Authors' League of Great Britain has just visited this country and spent time in Washington on this subject. The elimination of this clause would greatly help the situation between us and Canada. In September the revision of Canadian copyright came to the front at Toronto and the proposed bill, backed by the Canadian printers, came up for enactment. This bill is intended to apply our own manufacturing clause methods to the guarding of Canadian printing interests. Altho our Committee felt that any action on this would be outside of our organization's range of activities, the matter was closely watched.

Selling Campaigns

The campaigns to encourage book distribution have formed an important part of the office activities. When the quarters were ready in August, accommodations were given to the Secretary of the CHILDREN'S BOOK WEEK movement, then in its second year. In this work the American Booksellers' Association provided for the expense of the Secretary, Miss Marion Humble; publishers interested in children's books supplied the money needed for printing and posters; and this Association provided the quarters. The amount of attention gained to this plan this year has been remarkable. Much credit is due to the Committee which had it in charge and to Miss Humble, who undertook the active work, while your Executive Secretary served as Chairman.

At a meeting of the Executive Committee of this Association in October, it was decided that the Association should see what it could do to plan for better bookselling activities for the following year, and the Secretary was directed to outline a plan and to call a general meeting for November 17th. Representatives of all publishers, whether members of the Association or not, were invited to take part in this program, which was finally named the YEAR-ROUND BOOKSELLING PLAN, with the slogan, "BUY A BOOK A WEEK." At this November meeting a committee of eight, representing publicity and sales managers from various houses, was appointed, to outline fully the situation, and by weekly meetings and enthusiastic work this Committee brought to a head the completed plan now in operation. During December publishers were canvassed to support this, and when by the middle of the month, sufficient funds had not been fully subscribed to cover the proposed budget, six of the members of this Association underwrote the balance needed, tho with the hope that before the thing was closed sufficient subscriptions might be obtained to carry the whole amount.

Material to Retailers

The essentials of this program were to supply to retailers a program of activities month by month, and poster and display material to enable them to carry this out readily. The material is sent without cost to the retailers, after they have been canvassed by the publishers. The larger part of the budget of $5,000 goes into the printing of posters, booklets and streamers, with a provision for active secretarial work by Miss Marion Humble, who had worked on CHILDREN'S BOOK WEEK, and who is now giving half of her time to this and half to the RELIGIOUS BOOK WEEK plan, which has developed side by side with the YEAR-ROUND BOOKSELLING PLAN.

The Religious Book Week idea has been formulated at the suggestion of your Executive Committee as a constructive help toward better bookselling and as a movement that would be of special interest to those of our members whose principal activities are in Bibles or religious books. As full success for such a plan would naturally depend on getting full co-operation from the big church organizations, the idea was broadened to include others outside of our own membership, and twenty-one houses have subscribed to the fund of $2,000, which is to put this idea forward. This plan involves a more intensive program than the Year-Round Bookselling Plan, and like Children's Book Week is to be accomplished by a great deal of publicity, which is to be placed largely in the religious press. The big denominational houses are giving the idea their very special support, and there seems no doubt that a great deal will be accomplished toward the betterment of bookselling in this particular field and that the experience thus gained will be continuously valuable to the trade.

One other campaign has been under our roof, and that was the proposed Co-operative

Advertising Plan, which had been formulated last summer. The American Booksellers' Association and the interested publishers agreed to give the idea a full canvass and our Association, altho not directly interested in its start, provided the headquarters for the work of the special secretary, Mr. Joseph Anthony, who carried on the canvass between July and October. Much good publicity for books and reading was obtained during those experimental weeks, which indicated possibilities that may lie in this direction. When the canvass was completed on October first, while a large proportion of the trade publishers of the country had subscribed according to the percentage outlined, it was shown that there was not more than two-thirds of the proposed $100,000 in sight. During those few months also, the conditions in the trade had radically changed and the tide against present prices left the publishers largely without good working margins, and it seemed a very doubtful policy to proceed with the program. The subscriptions were therefore cancelled, and Mr. Anthony's work completed, by a vote of the Committee of twelve, consisting of six representatives of the booksellers and six from the publishers. Since then, this Association has appointed a committee of three to keep this program in mind for possible future development.

One of the important functions of our office must be the encouragement and establishment of new bookstores, and already many are turning to us for help and inspiration, altho it has not been a fall when many efforts in this direction would be undertaken. The Secretary has been consulted several times by those thinking of starting in, and two small stores have been opened.

From information collected, a budget of probable expenditures has been arranged for a small shop and it is part of the program of the Association to collect further information on the question of budgets, so that more complete help in this direction can be given. Information was supplied to two houses that wished to develop book-fairs, and their plans were successfully carried thru. Both on the question of starting shops and developing book-fairs there is oftentimes need of giving discouragement as well as encouragement.

Out-of-town managers of stores have frequently come to the office for sales suggestions, and as the headquarters become better known, help in this direction can be more widely supplied. A file has been kept of available managers for bookstores or departments, and anyone desiring a new manager can obtain suggestions.

There are many cities where bookstores could be advantageously started, and as soon as business conditions settle a little, means will undoubtedly be found to encourage progress in that direction. The office is developing files of material to help booksellers: pictures of stores, windows and displays, statistics of store costs, etc.

The work of the various campaigns is building up in our office valuable mailing lists which will be kept for future campaigns, or can be used by any members who wish lists for their own purposes.

It has been deemed part of the work of the Secretary to represent the cause of publishing or book distribution at conferences or conventions, where such representation might prove advantageous. Increased interest of librarians in the general cause of book distribution has been a decided help to booksellers, and thus to general book sales. In CHILDREN'S BOOK WEEK the librarians did tremendous work in encouraging home buying of books. The Secretary has spoken during the fall on the subject of publishing and book distribution at the State Library Conventions of Illinois, New York, Pennsylvania and New Jersey, and provided speakers for Ohio and Connecticut. Besides this, he has addressed the meeting of Chicago publishers and retailers which led to the forming of the Booksellers' League, attended the National Stationers' Convention at St. Louis, and has also talked on book distribution to several other groups near-by.

Several times during the fall there have appeared in the public press comments on publishing conditions and practices that were unfair or unfortunate from the publishers' point of view, and the Secretary assumed the responsibility of seeing that these criticisms were answered. Several articles that appeared in the public press on the general subject of books or book distribution have been inspired by material provided by this office.

It has been in the minds of your Committee that we must fully develop the idea of secondary groups among our membership, in order that the special interests of each house should be fully cared for, and the office stands ready to supply the machinery for the forming of any group for this purpose. RELIGIOUS BOOK WEEK has been an effort in that direction, and it is hoped that a conference of medical publishers may take advantage of our facilities.

Suggestions for really helpful activities are constantly coming up, and there seems to be an ever-broadening field in which concrete and constructive work can be done. The Association can gradually become a source of information on all types of needed figures for publishing, and the office hopes that members will call for any information desired. If it is not at hand it probably can be collected, and then filed for a possible future demand. Statistics of helpful matter for the retailer should soon be carried further, and the files of exhibits for the retailer will be steadily increased.

It is to be hoped that the publishers may not have to face this year as many labor problems as have been faced thus far, but it has undoubtedly been shown that when such issues do come up, the advantages of a solidly organized front are inestimable.

Altho a membership of fifty is not all that is desired or needed, this represents a larger proportion of the trade than is usually found gathered in an organization just starting, and the unflagging attention to the Asso-

ciation's interests of the officers and Executive Committee has made the work progress much more rapidly than could have been thought possible. The past four months have proved the necessity for the Association; it now remains to develop it systematically and persistently to the greatest possible usefulness.

FREDERIC G. MELCHER.

Volume of 3,000,000 Words

A BILL providing for the binding of all Federal civil statutes in one volume has passed the House of Representatives. Grouping of the laws under one cover, with an index, has been advocated by judges and attorneys. The volume contemplated in the bill would contain approximately 3,000,000 words.

Adventures of a Bookseller

By Ketch

MONDAY, in the bookstore, is a busy day; not that there is a great rush of trade, but from the fact that there are so many little things to be done. So Mr. Ondeck and Miss Gentleways—of the religious department—were busy dusting books, when the Rev. Mr. Tellit entered and greeted them. Monday for the Ministry is a day of rest, and the Rev. Tellit never failed to appear in the bookstore on that day.

"Good morning, children," said he, cheerfully.

"Good morning, sir," they answered, leaving their labors to await his commands.

"So pleased to see you both at church yesterday. Reciprocity is the soul of trade, you know."

And the Rev. Tellit sat heavily down in a chair. He was a good-natured, kindly man.

"Yes," said Mr. Ondeck. "Consequently: what can we do for you today?"

"Well, sir," said the Minister, "First I wish to catechise you both. Tell me, what did you get out of the service?"

"I got a great deal out of it," said Miss Gentleways. "The sermon was all about doing good regardless of the consequences."

Mr. Ondeck, who had dozed during the sermon, had a moment of panic, but recovering, said:

"The text was 'All things to all men.'"

"Good!" exclaimed Rev. Tellit, with a twinkle in his eye. "Between the two of you, the whole service is preserved. That is a splendid average. Splendid!"

At this moment a lady entered, and, coming up to Miss Gentleways, said she had some books to mail, and wondered if Miss Gentleways would have them wrapped for mailing.

"Certainly," exclaimed that lady. "No trouble at all."

And she hurried down to the shipping room. She was no sooner gone than a gentleman entered, and greeting Mr. Ondeck, asked him for some information.

"I don't want to buy anything—but can you tell me who wrote Ecclesiastes?"

Mr. Ondeck explained that there was no certain known author, but that it was attributed to Solomon. After profuse thanks, he departed.

Miss Gentleways had by this time returned with the wrapped parcel, and after expressing her gratitude, the lady took her parcel and departed.

She was hardly out of the store before Mrs. Homebody came down the aisle, carrying a large basket, which she placed carefully upon the floor, then said to Miss Gentleways:

"My daughter will be in soon to get this basket. Would you be kind enough to see that she gets it?"

"Certainly, Mrs. Homebody, I'll see that she gets it."

At this precise moment, a lady came up to Mr. Ondeck, and greeting him by name, said:

"I hate to have to ask you to do this, but would you be so kind as to stop on your way home and leave this at Mrs. Tanner's?"

Mr. Ondeck was quite obliging, and the good lady departed with a pleased smile.

At this moment the Rev. Tellit took off his glasses, and looking from Mr. Ondeck to Miss Gentleways, exclaimed:

"Well! Well! WELL! To think of finding two people practicing what I preach! Here, in the heart of trade, to discover two altruists! I am delighted."

Mr. Ondeck looked at Miss Gentleways, and the two burst out laughing.

"Altruism nothing," said Miss Gentleways.

"It's good business," whispered Mr. Ondeck.

"Hurray!" exclaimed the Rev. Tellit, rising. "You have given me the theme for my next week's sermon. 'Christianity as a Business Force.'"

And he departed in high spirits.

JOHN V. A. WEAVER, recently called "the Ring Lardner of American Poetry," has a new volume of poems, "In American" (Knopf). The poems are written in the American vernacular and portray types gathered during Mr. Weaver's newspaper and army experience.

HOUGHTON MIFFLIN COMPANY states in its answer to a questionnaire from the State Department of Labor and Industry that the firm is exporting books to more than twenty foreign countries.

In The Field of the Retailer

"Sure We Sell Stamps!"

By Dudley A. Siddall

THIS sign is getting to be quite the regular thing in cigar stores—and thereby hangs a tale.

Twenty years ago the drugstore man was in many ways like the bookseller of today. He was the town's philosopher and friend. His place of business was the more or less unprofitable neighborhood club. And he usually was about three calls behind the bill collector because he had to carry a tremendous variety of stock; some of which went dead and a great deal of which had a slow turnover.

Because of the nature of his business he couldn't even cry "Buy a Drug a Week" with any prospect of success. About all he could do was to put some blue, red, and green bottles in the window and hope for the best.

Then, all unaware of the results he was to get, the town druggist developed an enormous trade in postage stamps, city directories, and telephones. When people wanted any of those three items they automatically steered for the druggist's.

The stamp-phone-and-directory customers were disgustingly healthy. They didn't want drugs. But as time went on, the druggist discovered that this class of trade easily became interested in sidelines. So today, you can find drugstores carrying everything from Ford parts to three course lunches—and the drugstore man has become a leading merchant, with an inclosed car, a fur-coated wife, a deep concern in tax laws, 'n everything. The sales of drugs and medicines of all kinds has mounted steadily year by year. Corn-plasters, tooth paste, asperin, face powder, toilet goods, and many other lines have mounted right along with the canned heat stoves, playing cards, near-ivory clocks, factory built sandwiches, and patent belts.

Is there a lesson in this for the bookseller? It all depends.

For one thing, it depends on the bookseller's town. It many towns the druggist these last few years has shamefully neglected the trade that really made him. He has no city directory, he has no stamps, and he is insulted if permission is requested to use his phone. A smart bookseller could in no time at all, attract dozens of people into his store for these three things every day with excellent prospects of inoculating a goodly proportion of them with the bookbuying germ.

Perhaps the stamp-directory-and-phone trade is already being well taken care of. Then it behooves the bookseller to study out some other form of a "feeder" that his townsmen will appreciate.

What does your town need that it hasn't got?—can you supply it at either a profit or low cost?—can you get a large number of non-book buyers to use it, and thus expose themselves to the contagion of the bookbuying germ?

How about a ticket desk where clubs, etc. can sell tickets for public entertainments.

Have you room enough to install a few chairs, a right-time clock, and a sign in your window inviting your townspeople to make your store a meeting place for their shopping trips?

Is there a demand for out-of-town papers, or magazines, that is not properly supplied?

Literally hundreds of feeders—ranging from picture postcards to a public committee room and from baseball scores to comfort station facilities—are successfully employed by various types of stores thruout the nation.

The whole idea boils down to this: if you install a feature in your store that fills a need met by no other merchant in your town you will soon have numerous people unconsciously "browsing around." And every bookseller knows from experience that it's with easy step a "browser" climbs into the pasture of buyers.

Harpers' Dealer Service

IN line with the general spirit that is developing among the publishers to give concrete and general help to the retailer, Harper & Brothers have come forward with a new plan of display assistance, which is perhaps in a little different vein from anything that has yet been attempted. Mr. Richardson of their Publicity Department, whose work on the "Bubble Books" publicity is well known, has outlined to the retailer a series of display shipments that will be sent out about every two months, beginning with January 15th.

This material, going out to the dealer in a flat box, will enable him to make interesting window display in a very short space of time. The first shipment naturally plays up the big January book of Harper's by Zane Grey, but the big poster also endeavors to put over the "Buy A Book A Week" slogan, and at the bottom carries the name of another half dozen books by various authors that have been recently issued and still carry a good selling value.

Later set-ups will also emphasize this feature of playing up reading as a whole and carrying along books that are still running. This will tend to tie the whole publicity into one campaign.

Artists Flock to Tahiti

INTEREST aroused in Tahiti by the latter day appreciation of the painting of Gaugin and that rather unpleasant novel said to have been founded on incidents in Gauguin's life—Somerset Maugham's "The Moon and Sixpence"—has attracted a number of artists and writers to the islands. All aspects of scenery and life in the islands are being committed to paper and canvas with great diligence.

Every steamer brings new recruits and the offices of editors and the galleries of art dealers are threatened with an early avalanche of South Sea Island material which menaces the pre-eminence of copra as the principal article of export from the Port of Papeete.

Lansing's New Book

IT has been announced from Washington that within a month of President Harding's inauguration, former Secretary of State Robert Lansing is to publish, thru Houghton Mifflin Company, his account of the Peace Conference, based on the diary that he faithfully kept all the time that he was in Paris. Mr. Lansing's book follows that of Bernard Baruch, who was there on an economic mission, and its publication might seem likely to hasten the publication of something from President Wilson, as it is expected that Mr. Lansing's opinions on the action of the Conference differ radically at many points from those of the President.

ON JANUARY 6, A DINNER WAS GIVEN TO HUGH ELLIOTT BY HIS ASSOCIATES OF THE HOUGHTON MIFFLIN SELLING STAFF. MR. ELLIOTT HAS JUST RESIGNED FROM THE HOUGHTON MIFFLIN SALES DEPARTMENT AFTER FIFTEEN YEARS OF SERVICE. AROUND THE CIRCLE ARE: MESSRS. PRATT, LEUSSLER, LOVE, BRUCE, ELLIOTT, TICKNOR, GEARS AND FREDENBURG

Philadelphia Booksellers

THE January meeting of the Booksellers' Association of Philadelphia, held at the Franklin Inn Club Friday, January 31st, was called "Optimist Night." The optimistic speakers on this occasion were: Leigh Mitchell Hodges, famous for his Optimist Column in the *North American;* Samuel Scoville, Jr., member of the Philadelphia Bar, and author of "Everyday Adventures;" and George B. Hynson, President of the Biddle Press, and author of "Down Yan," who read several of his optimistic poems. This was also the annual meeting, at which officers for the ensuing year and three directors to serve for a term of three years were elected.

"Amenities of Bookselling"

THE announcement that the *Atlantic* is to have an article entitled "Amenities of Bookselling" will be of immediate interest to all in the book-trade, especially to the retailers, as the *Atlantic's* articles on book-trade affairs have been among the most important contributions to recent developments. The article is written by H. C. Porter, a young man who observed bookselling from the point of view of a new clerk in a San Francisco bookstore. The editor of the *Atlantic* informs us that Mr. Porter has now left for a trip around the world on a freighter, which indicates that distance will amply protect him from anything that he may have said about the shortcomings of the retailing profession.

A Bookseller in Fiction

Department Store Buyer Is Lucian Cary's Heroine

WE have become quite used to having the librarian figure in fiction. Margaret Widdemer brought her forth sentimentally in "The Rose Garden Husband," and Sinclair Lewis has made Carol Kennicott a national symbol. It has remained for Lucian Cary, former Literary Editor of the Chicago *Evening Post* to introduce us to the manager of a department store bookshop as the heroine of *Saturday Evening Post* fiction. When the many millions of readers of the *Saturday Evening Post* picked up their numbers of December 25th, they found that the leading fiction was a story to run in three parts, called "The Trouble With Women," and Sophie Adams, whose experiences are narrated, had been the assistant librarian of the Belleville Public Library, and, having found that too deadening an experience, had gone to New York to take charge of Millman's book department, which seems to be situated about half way between Lord & Taylor's and Stern's.

The editors of the PUBLISHERS' WEEKLY were quite thrilled to find that the several million readers were thus introduced to the name of the PUBLISHERS' WEEKLY, a journal of which they had probably never heard before, but which Sophie devoured along with her chicken salad at lunch time. For this free advertising we feel deeply grateful to Mr. Cary and to the *Post*. We are sorry to report that in later issues it developed that Sophie became so absorbed in a young artist that she had less and less time for intensive study of her profession, and by this time she is off the subscription list altogether.

It is worth noting that Miss Adams was one of the best three book salesmen in Manhattan Island, and Mr. Cary's description of her talent in this direction is worth quoting:

"Sophie Adams was one of the three salesmen on Manhattan Island who really knew books, and as a book salesman she habitually made quick estimates of people's tastes. Perhaps that is the secret. Perhaps she was able, in that brief scene on the sidewalk, to learn more about Sands than another and more worldly-wise woman could have learned, so that she acted not merely out of her kindness but on sound knowledge. Perhaps Sophie Adams knew what she was doing.

"Sophie Adams could tell at a first glance whether a young man was likely to be interested in Henry James' Letters or Thompson on Scientific Management; and, if by chance the young man was the literary sort, she knew almost on the instant whether to show him James Joyce's latest and most obscure novel or Scott Fitzgerald's "This Side of Paradise"; and of course it was no effort for her to decide at sight which of two smartly-dressed young women would like a new novel by Kathleen Norris and which was looking for more psychoanalysis."

We were also pleased to note further along in the story that she sold recent books in hundred lots to Mrs. Ogden for her Long Island residence at the opening of the summer season, a suggestion of bookselling enterprise that might well be copied by other department managers. We were glad to note that she had developed a group of standing order customers, who relied implicitly on her judgment in sending out books. More could be done in the general trade with this idea if it were conscientiously carried out. We are glad to report that the *London Mercury* was on her reading table and that Clyde Bell's book on art, so continuously promoted by the Sunwise Turn Bookshop, was the book in her library that caught the attention of the aforementioned young artist. This latter volume is described as an "intransigent book," and Mr. Cary goes on to say that Sophie is an "intransigent person."

There seems to be some little reflection on the city travelers in the third installment, when the story says "Sophie went back to work at Millman's the next morning. The autumn tide of books was now in full flood. Great packages of new books came in daily from the publishers for her examination. As many as two hundred new books were issued in a single week. Sophie sat up till midnight every night acquainting herself with them." It seems unfair that city men should not have taken the books in instead of sending them in a package, and then she could have had the personal explanation of the traveler without being obliged to confront this enormous output all by herself. Two hundred books a week was certainly a flood tide, and we can imagine the number of packages it must have meant.

There is, however, so much that is pertinent that is brought in about the book business that it seems a little gratuitous to quote her final attitude toward public libraries: "When she had managed the Belleville Public Library and decided that she would be an old maid, growing a little grimmer and a little more industrious with the years, she had told herself that the building up of the Belleville Public Library would not satisfy her girlish dreams but at least it would be useful. The chance to go to Millman's had changed all that. Millman's book department seemed the great adventure." While the bookstore has been a little late in getting into fiction circles, it can be seen by this last quotation that it is going to give the library a good run for first position.

SIDE-WALK CROWDS LIKE THIS WERE THE RESULT OF THE FINE WINDOW DISPLAYS THAT J. K. GILL CO. OF PORTLAND, OREGON, PUT IN FOR CHILDREN'S BOOK WEEK, A PUPPET SHOW WAS IN ACTION IN ONE

The Columbia Milton

IN 1910 at the time of the celebration of the three hundredth anniversary of the birth of Milton, public attention had been called to the fact that despite his preeminent place in English letters there was no single definitive and complete collection of his writings, both prose and poetry, Latin and English, in existence. It was accordingly decided that the editing and publication of such a definitive edition of Milton's entire works should be assumed by Columbia University as a scholarly undertaking which it was believed would be a distinct contribution to the history of English literature.

Various unforeseen contingencies, and the conditions arising out of the War, made it impracticable to proceed with the undertaking as planned. Arrangements, however, have now been made for the preparation and publication thru the Columbia University Press of such a definitive edition of the complete works of Milton, chiefly under the editorship of members of the Department of English and Comparative Literature of the University. Steps have already been taken to carry out this plan, and the works of Milton under the general editorship of Professor W. P. Trent, assisted by Professors Erskine, Ayres, Haller, Patterson, Krapp and others, will begin to appear from the press in 1922.

It is the confident hope that the Columbia University Edition of Milton will be accepted as a standard work.

The edition of Milton will extend to eight volumes, large octavo:

Vol. I. Poems, English and Latin. Edited by John Erskine, F. A. Patterson, and W. P. Trent.

Vol. II. Anti-prelatical tracts and divorce tracts. Edited by C. L. Powell and H. M. Ayres.

Vols. III. & IV. Political tracts. Edited by H. M. Ayres and William Haller.

Vol. V. The History of Britain, letters, etc. Edited by George Philip Krapp.

Vols. VI. & VII. Christian Doctrine, etc. Edited by W. P. Trent and Lloyd Bevan.

Vol. VIII. Annotations and Bibliography. Edited by F. A. Patterson and Mark Van Doren.

The first volume will contain a chronology of Milton's life and works. In each succeeding volume will be printed the section of the chronology pertinent to the works included in that volume, and each volume will include the notes of textual criticism and whatever other material is necessary to make the volume self-explanatory. In the final volume will appear more elaborate annotations, a bibliography of Milton, and a general index. Each volume will contain from four to five hundred pages.

In addition to the standard library edition, the work will be published in a limited numbered edition, subscriptions for which will be placed on file in the order of their receipt.

$25.00 for a Retail Salesman

for the best article on

How to Stock a Bookstore?

If you were running a bookstore for yourself, what principles and methods would you follow in selecting and keeping up your stock of (1) Standard Books, (2) New Publications?

This competition is open to anyone in a retail bookstore excepting only the owners or managers.

Second Awards for especially meritorious contributions.

Articles can be printed unsigned if the competitor so chooses.

Mail Answers By or Before Jan. 31st.

(Time extended from Jan. 25th by request.)

Books in Demand at the Library

THE *Bookman* shows that the following were the most popular books at the public libraries during the month of November:

FICTION

The Top of the World. By Ethel M. Dell. *Putnam.*
The Valley of Silent Men. By James Oliver Curwood. *Cosmopolitan.*
The Age of Innocence. By Edith Wharton. *Appleton.*
Harriet and the Piper. By Kathleen Norris. *Doubleday.*
This Side of Paradise. By F. Scott Fitzgerald. *Scribner.*
Kindred of the Dust. By Peter B. Kyne. *Cosmopolitan.*

GENERAL

White Shadows in the South Seas. By Frederick O'Brien. *Century.*
Now It Can Be Told. By Philip Gibbs. *Harper.*
Vagabonding Through Changing Germany. By Harry A. Franck. *Harper.*
Memoirs of the Empress Eugénie. By Comte Fleury. *Appleton.*
"That Damn Y." By Katherine Mayo. *Houghton.*
An American Idyll. By Cornelia S. Parker. *Atlantic.*

Shops

KENELM Digby, in the New York *Evening Post, Literary Review* has several notes on New York Book shops which show that he is no stingy receiver. He says:

"We know also that The Little Book Store, at 51 East Sixtieth, has a hearth where a real fire crackles on cold afternoons and before which you can sit on a comfortable sofa to read books or reviews. There is an exceptionally good collection of modern fiction and poetry in that shop. When Mesdames Klots, Sachs, and Robbins opened it they sent out an announcement on which was printed a famous stanza of Emily Dickinson's.

There is no frigate like a book
To take us lands away,
Nor any coursers like a page
Of prancing poetry.

Among booksellers who have the right idea we delight to honor the name of *Mr. Ernest Gee,* who says: 'On Wednesday evenings we are open until eleven, for the benefit of those who cannot come in during the day and for those who, instead of going to the theater or club, might like to spend an evening among books, either reading or talking about them.' We cry, with unction, Gee!"

Among the Publishers

A Week's Gleanings of Book-trade News

"THE NEW SPIRIT" by Havelock Ellis and "The Temptation of St. Anthony" by Gustave Flaubert have been added to the *Modern Library* (Boni and Liveright).

THE CREATOR of the famous Arsène Lupin, Maurice Leblanc, has written a new romance in a new vein, "The Eyes of Innocence," just published by the Macaulay Company.

APPLETON REPORTS that negotiations are under way for the production of a play next season to be based on Edith Wharton's widely read novel, "The Age of Innocence."

JAMES QUAYLE DEALEY considers government from the viewpoint of sociology and shows the will of the people rather than law as the basis of the state in his "The State and Government," to be published by D. Appleton & Company this week.

A SERIES of critical studies of noteworthy Englishmen already issued in London under the title of "Mirrors of Downing Street" by "A Gentleman With a Duster," appears this month from G. P. Putnam's Sons. Guesses on the identity of the "Gentleman" are in order.

MISS ANZIA YEZIERSKA, author of "Hungry Hearts," a collection of stories of immigrant life containing "The Fat of the Land," in Edward J. O'Brien's opinion the best short story of 1919, has accepted an engagement to give a series of readings from her book for the New York Board of Education.

MORE REAL adventures of the sort that made Enos Mills' "Adventures of a Nature Guide" stimulating reading for all out-of-door enthusiasts appear in the naturalist's new book, "Waiting in the Wilderness" (Doubleday). Mr. Mills writes again of the wild life of the Rockies where he lives the year round in a mountain cabin.

SIR PHILIP GIBBS has just assumed the editorship of the English *Review of Reviews*, the magazine established by the late W. T. Stead. Sir Philip states that he will not change the character of the *Review*. The first issue under his direction included articles by G. K. Chesterton, John Masefield and H. G. Wells.

A NEW EDITION of "The Van Dyke Book" (Scribner) is edited by Maxwell Struthers Burt, author of "John O'May and Other Stories." New material published since the original edition prepared by Edwin Mims will be added and the arrangement will be somewhat changed.

JAMES BRANCH CABELL'S first book since the publication of "Jurgen" is to appear soon from McBride. "Figures of Earth" is the story of marvelous adventures in a legendary country.

ARNOLD BENNETT, whose drama, "Sacred and Profane Love," was presented here last season, satirizes modern society in a new play, "Body and Soul," to be published by Doran this month.

A NEW Harold Bindloss novel is to be published January 28th by Frederick A. Stokes Company. "Lister's Great Adventure" is concerned with treasure seeking on the Gold Coast.

ANOTHER EXAMPLE of the realistic novel of American life for which Mary S. Watts has become known is published this week by the Macmillan Company under the title, "The Noon-Mark."

THE BARONESS ORCZY continues the career of "The Laughing Cavalier," the hero of her book of the same name, in a new romance of intrigue and adventure, "The First Sir Percy" (Doran.)

THE PUBLICATION of Frederick O'Brien's "Mystic Atolls of the South Seas," delayed because of the author's desire to aid in filming and dramatizing his famous "White Shadows of the South Seas," is now a matter of only a short time. (Century.)

THE FIFTH in the series of George Jean Nathan's books on the theater is called "The Theatre, The Drama, The Girls" (Knopf). Since Gordon Craig has announced that Nathan is the best of all modern theatrical critics and the Detroit *Sunday News* has announced that he is the worst, there seems to be nothing to do but to read his books and see.

SOME SIGNIFICANT titles that have recently been added to the Grosset & Dunlap *Popular Copyrights* are Zane Grey's "The Desert of Wheat," Gilbert Parker's "Wild Youth and Another," W. B. Maxwell's "The Devil's Garden," Edgar Rice Burroughs' "Jungle Tales of Tarzan," Frank Bacon's "Lightnin'," and Alexandre Bisson's play, "Madame X," novelized by J. A. McConaughy.

ANOTHER POSTHUMOUS William De Morgan novel is to be published by Henry Holt & Company in February. It is said that "The Old Man's Youth and the Young Man's Old Age" is largely autobiographical and is written with the author's characteristic humor and delight in detail.

Changes in Prices

ISAAC PITMAN & SONS

Electric Wiring Diagrams, W. P. Maycock, $2.10.
Auditing, Accounting and Banking, F. Dowler and E. M. Harris, $3.10.
Electric Motors and Control Systems, L. Gasher and J. S. Dow, $6.50.
How to Become a Private Secretary, J. E. McLachlan, $1.50.
Flax Culture and Preparation, Prof. F. Bradbury, $4.00.
Guide to Life Assurance, S. G. Leigh, $1.50.
Electric Lamp Industry, J. Percival, $1.00.
Indexing and Precise Writing, Jones, $1.10.
French Tourist Vade Mecum, 65c.
Telegraphy, Telephony and Wireless, J. Poole, $1.00.
Perfumery, the Raw Materials, etc., J. E. Parry, $1.00.
Textile Calculations, J. H. Whitman, $9.00.
$1.00.

Obituary Notes

SIR WILLIAM JAMES GAGE, President of W. J. Gage & Company of Toronto, the largest manufacturing stationers and wholesale distributors of educational books in the Dominion of Canada, died in that city on January 14th at the age of 71. He entered the old firm of Adam Miller & Company in 1874, two years later became the head of it, and afterward changed the name to his own. He was also President of the Kinleith Paper Mills, of the Educational Book Company, and founder and President of the National Sanitarium Association.

He was knighted for his earnest work and generous financial support of the fight against tuberculosis in Canada.

In 1910 he was elected President of the Toronto Board of Trade and the following year organized and became first President of the Associated Boards of Trade of Ontario.

COLONEL HEMAN PAGE SMITH, well known to the publishing trade died January 15, in Brooklyn. He was formerly a member of the school book publishing firm of Richardson, Smith & Co. Colonel Smith served as a first lieutenant in the First Regiment of Heavy Artillery of Maine and was badly wounded at the battle of Petersburg.

MARGARET STEELE ANDERSON, for twelve years literary editor of the Louisville *Evening Post*, died January 16. She was the author of "The Study of Modern Painting," and "The Flame in the Wind."

Potter Brothers Retire

On January first the Potter Brothers Company, San Francisco, which has been in the bookselling field in California for about three years discontinued its business activities, and the concern was taken over by Chandler & Gayton, under the name of the California School Book Depository. The new proprietors are representing many school book publishers in California and will be open for depository propositions from any educational publishers not now represented in that State.

Communications

The Auto Blue Book Co.

Editor, PUBLISHERS' WEEKLY:

A rumor is being spread—with no kindly interest behind it—that the Automobile Blue Book Publishing Company is bankrupt and that no Blue Books will be published for 1921.

When Mark Twain was one time apprised of his own death, he said the news was greatly exaggerated!

Well, we're not dead yet. Moreover we haven't the slightest idea of dying and are not going to!

The truth of the matter is that in order to conserve our resources during the present temporary slump in the automotive industry, as the result of a friendly suit there was appointed a receiver or rather two of them, one of whom is our President, Mr. Robert Wolfers.

All 1921 Blue Books are in process of preparation, three 1921 Volumes have already been published and all the other volumes will be published right on schedule time—bigger, better and with a greater sale than ever before!

In the interest of fair play, help us to spike the rumor if it gets to you.

We hope the coming year will be as successful and prosperous for you as we expect it to be for us. Blue Books have been published every year for twenty years now and they will continue to be published—and will always be as they have always been *the* recognized Touring Guides of America.

THE AUTOMOBILE BLUE BOOK PUBLISHING CO.
S. S. Glass,
Manager Book Sales.

January 12, 1921.

Personal Notes

STANLEY M. RINEHART, advertising manager of George H. Doran & Company, has now taken over the added responsibility of the advertising management of *The Bookman*.

Periodical Notes

THE CENTURY Company has taken over, beginning with the issue of January 15th, *The American Golfer*, which was established in 1908 by Walter J. Travis. It will be issued as a semi-monthly, with Grantland Rice as editor.

Business Notes

NEW YORK CITY.—A petition in bankruptcy has been filed against Frank W. Hall Publishing Company, Inc., publisher of calendars and novelties, at 21 East Fourth Street. Judge Hand has appointed Arthur Y. Dalziel receiver, $5,000 bond. It is stated that the liabilities are about $60,000 and the assets about $20,000.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.) Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Allen, Marian

The tail of Dapple-grey. 30 p. front. il. T (The tuck-me-up books) N. Y., Macmillan pap. 20 c. n.

The story of a wooden horse who lived in a doll's house.

The toy-cupboard mouse. 29 p. front. il. T (The tuck-me-up books) N. Y., Macmillan pap. 20 c. n.

The adventures of a mouse who lived in a doll's house.

Aristotle

Aristotle on the art of poetry; tr. by Ingram Bywater; with a preface by Gilbert Murray. 95 p. O N. Y., Oxford Univ. Press pap. $1.15

Atheniensium Respublica recognovit brevique adnotatone critica instruxit F. G. Kenyon. [A treatise on the Constitution of Athens.] 78 p. O (Oxford classical texts) N. Y., Oxford Univ. Press pap. $1.15; $1.60

Atherton, Mrs. Gertrude Franklin Horn

The sisters-in-law; a novel of our time. 341 p. D [c. '21] N. Y., Stokes $2 n.

A story of society in San Francisco, which begins on the day of the great fire in 1906 and ends in France in 1918.

Atkinson, Wilmer

Wilmer Atkinson; an autobiography. 394 p. il. O c. '20 Phil., Wilmer Atkinson Co., 232 W. Washington Sq. $3.50 bxd.

The author is editor emeritus, *Farm Journal*, Philadelphia.

Bacon, Frank

Lightnin'; after the play of the same name by Winchell Smith and Frank Bacon; with il. from photographs of the play. 292 p. front. (por.) pls. D (Popular copyrights) [c. '20] N. Y., Grosset & Dunlap, 1140 B'way $1

Bartholomew, Marshall, and Lawrence, Robert

Music for everybody. 128 p. O (Religious educ. texts) c. '20 N. Y. & Cin., Abingdon Press $1

Bascan, L.

Manuel practique de prononciation et de lecture françaises; phonétique; transcriptions phonétiques; peu de théorie beaucoup de practique; édition revue et corrigée. 228 p. D N. Y., Dutton $1.50 n.

Bell, Charles Wheeler

The good old days; il. by Fontaine T. Fox, jr. 52 p. nar. O '20 c. '11-'20 Louisville, Ky., The Standard Printing Co., 220 S. 1st St. pap. 50 c.

Humorous bits on the manners and morals of yesterday and today.

Berg, David E.

Personality culture by college faculties. 127 p. tabs. D (Teacher recruiting ser.) [c. '20] N. Y., Institute for Public Service, 423 W. 120th St. $1.50

Partial contents: Low levels of teacher personality; Candle power of teacher personality; Ten grades of teaching ability.

Pick your prof; or, Getting by in college. 31 p. S N. Y., Institute for Public Service pap. 25 c.

Humorous essays on college professors and students.

Bindloss, Harold

Lister's great adventure. 304 p. front. D [c. '21] N. Y., F. A. Stokes Co., 443 4th Ave. $2 n.

A tale of a treasure reclaimed on the gold coast of Canada. Published in England under title "The Head of the House."

Albertus, Magnus

Book of Egyptian secrets for man and animal; 4 v. in one; [in German.] 264 p. D Milwaukee, Wis., C. N. Caspar. 454 E. Water St. bds. $2.50 n.

Bacon, Roger, ed.

Secretum secretorum; cum glossis et notulis; tractatus brevis et utilis ad declarandum quedam obscure dicta fratris Rogeri nunc primum edidit Robert Steele; Accedunt versio Anglicana ex Arabico edita per A. S. Fulton; versio vetusta Anglo-Normanica nunc primum edita; opera hoctenus inedita Rogeri Baconi. 64 p. facsm. O N. Y., Oxford Univ. Press pap. $12.60

Barker, E. Frye

Frye genealogy; [including Adrian of Kittery, Maine, 1663; John of Andover, Mass., 1638; Joshua of Virginia, 1720; Thomas of Rhode Island, 1669; names of 3000 descendants brought down to date.] 200 p. il. O N. Y. [Author], 15 West 107th St. $15 [150 copies]

Corrected entry.

Bender's lawyers' diary for 1921; 30th ed. various paging c. Albany, N. Y., Matthew Bender & Co. $6 n.

Blakemore, Arthur Walker
Make your will; a guide to the drafting of a valid will under the laws of any state. 10+187 p. D c. '20 N. Y., Appleton $1.25 n.
Partial contents: Forms and essentials; Provisions of will; Execution of will; Codicils. The appendix is made up of the laws for every state in the Union.

Blakeslee, George Hubbard, ed.
Mexico and the Caribbean; Clark University addresses. 10+363 p. O N. Y., G. E. Stechert & Co. $4 n.
Addresses delivered at the 7th Conference upon International Relations, held at the University, May 20, 21 and 22, 1920.

Bleackley, Horace
The monster. 340 p. D N. Y., Doran $2 n.
The story of the tragedy of the modern industrial system.

Bottome, Phyllis
The second fiddle; il. by Norman Price. 263 p. front. pls. D (Popular copyrights) [c. '17] N. Y., Grosset & Dunlap $1

Bower, B. M., pseud (Bertha Muzzy Sinclair, Mrs. Bertrand William Sinclair]
Cow-country; with front. by Frank Tenny Johnson. 249 p. D c. Bost., Little, Brown & Co., 34 Beacon St. $1.75 n.
A story of ranch life in Southern Wyoming.

Brown, Henry Collins, ed.
Valentine's manual of old New York; no. 5; new series. 19+271 p. col. front. col. pls. (part fold.) pls. D [c. '20] N. Y., Valentine's Manual, Inc., 15 E. 40th St. $7.50; ½ leath $15; full leath. $25 bxd.

Burroughs, Edgar Rice
Jungle tales of Tarzan; il. by J. Allen St. John. 319 p. front. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap $1

Burroughs Wellcome & Co.
The "Wellcome" photographic exposure record and diary; 1921. 260 p. front. (por.) tabs. il. exposure calculator (chart) T N. Y., Burroughs Wellcome & Co., 18-20 E. 41st St. $1
Corrected entry.

Cameron, Charlotte
A Cheechako in Alaska and Yukon. 291 p. il. O N. Y., Stokes $6 n.

Carpenter, G. D. Hale
A naturalist on Lake Victoria; with an account of sleeping sickness and the tse-tse fly. 24+333 p. col. front. pls. (part col.) tabs. charts fold. map O N. Y., Dutton $10
Some of the results of the forty months spent in the tropics studying diseases. There are also many chapters in which the author describes the uninhabited islands of Lake Victoria.

Chown, Alice A.
The stairway; [a novel]. 340 p. D c. '20 Bost., The Cornhill Co., 2A Park St. $2 n.

Cohen, Octavus Roy
Six seconds of darkness. 299 p. D '21 c. '18 N. Y., Dodd, Mead $1.75 n.
The story of a mysterious murder, to which three persons confess within one hour.

Conwell, Russell Herman
The angel's lily; [foreword by Charles E. Miller]. 131 p. front. (por.) D [c. '20] Phil., The Judson Press, 1701 Chestnut St. $1.25
Lectures which the author delivered some years ago. The book also contains "The history of Temple University.

Cox, Guy Henry, and others
Field methods in petroleum geology. 305 p. il. S c. N. Y., McGraw-Hill $4 n.

Cubberley, Ellwood Patterson
Readings in the history of education; a collection of sources and readings to illustrate the development of educational practice, theory and organization. 21+684 p. il. pors. tabs. O (Riverside textbooks in education) [c. '20] Bost., Houghton Mifflin $3.75 n.
A supplementary volume to the author's "History of Education," recently published.

Dane, William Meade
From the Rapidan to Richmond and the Spottsylvania campaign. 216 p. il. O c. '20 Balt., Green-Lucas Co., Hanover & Fayette Sts. bds. $2.50

Davis, Carlyle Channing
The Holy Land; before and after the World War; tracings of its weirdly tragic history and redemption. 209 p. front. (map) D [c. '20] Bost., The Roxburgh Pub. Co., 61 Court St. $1.50 n.
A history of Palestine, from a period before the birth of Christ until the entrance of the British troops under General Allenby.

Black, Forrest R.
Should trade unions and employers' associations be made legally responsible? 4+35 p. O (Special report no. 10) c. '20 N. Y., National Industrial Conference Bd., 10 E. 39th St. pap. 75 c. n.

Bordenkircher, Sam
A new system of billing for wholesalers [in Grocery trade.] 13 p. forms O Cleveland, O., H. Carr, Caxton Bldg. priv. pr. [not for sale]

Brown, Jean H.
The honorable Mrs. Ling's conversion; [a drama.] 35 p. O c. '20 N. Y., Interchurch Press pap. 35 c.

Bynner, Witter [Emanuel Morgan, pseud.]
Pins for wings; [with caricatures by Ivan Opffer and William Saphier.] 32 p. O [c. '20] N. Y., Sunwise Turn, 51 E. 44th St. pap. $1.25

Church, A. H.
Elementary notes on conifers. 32 p. O (Botanical memoirs, no. 8) N. Y., Oxford Univ. Press pap. 90 c.
Form-factors in coniferae. 28 p. O (Botanical memoirs, no. 9) N. Y., Oxford Univ. Press pap. 90 c.

Clark, William Andrews, jr.
The library of William Andrews Clark, jr.; modern English literature; collated and comp. by Robert Ernest Cowan and William A. Clark, jr. no paging Q San Francisco, Cal., J. H. Nash, 340 Sansome St. priv. pr. [50 copies]

Clarke, John Joseph
The housing problem; its history, growth, legislation and procedure; with an introd. by Brig.-General G. Kyffin-Taylor. 19+544 p. (4 p. bibl.) D N. Y., Pitman $7.50 n.

Derrick, Giles
New pocket dictionary of the English-Hungarian grammar; containing a short English grammar, commercial correspondence, etc. 462 p. S Milwaukee, Wis., Casper bds. $2 n.

Ditchfield, Peter Hampson
Old village life; or, Glimpses of village life through all ages. 12+253 p. front. pls. il. plans D N. Y., Dutton $2.50
Partial contents: Prehistoric peoples; The village of Roman times; The village in the 13th century; The Reformation period; The Stuart period; The village in the 19th century and in modern times.

Dowst, Henry Payson
The man from Ashaluna. 4+278 p. D [c. '20] Bost., Small, Maynard & Co., 41 Mt. Vernon St. $1.75

Drake, Durant
Shall we stand by the church?; a dispassionate inquiry. 181 p. D c. '20 N. Y., Macmillan $2 n.
Most of these lectures have appeared in *The Hibbert Journal, The American Journal of Theology, Psychology, Religious Education* and other periodicals.

Drexel, Jeremias
Considerations on eternity from the Latin of Jeremias Drexelius; tr. by Sister Marie José Byrne; ed. by Rev. Ferdinand E. Bogner. 11+208 p. D Cin., F. Pustet Co. $1.50

Dutton, Charles J.
The Underwood mystery. 305 p. D c. N. Y., Dodd, Mead $1.90 n.
The story of the mysterious death of a wealthy broker at a New England summer resort, with evidence pointing to four people with equal force.

Dunning, William Archibald
A history of political theories from Rosseau to Spencer. 9+446 p. (11 p. bibl.) O N. Y., Macmillan $4 n.

Ellis, Havelock, i. e. Henry Havelock
The new spirit. 9+292 p. S (The modern library, no. 95) N. Y., Boni & Liveright 95 c. n.

Ellison, Edith Nicholl
The desert and the rose. no paging il. D c. Bost., Cornhill Co. $2 n.

Emmons, William Harvey
Geology of petroleum. 624 p. il. maps O c. N. Y., McGraw-Hill $6 n.

Eno, Henry Lane
Activism. 208 p. D c. '20 Princeton, N. J., Princeton Univ. Press $1.50

Eytinge, Bruce
Flying guide and log book; 1921 ed., rev. and enl. to date. 150 p. il. O c. N. Y., Wiley $2.50 n.

Felice, Roger de
French furniture; Louis XV. 132 p. il. D (Little books about furniture) N. Y., Stokes $1.50 n.

Fenn, Amor
Design and tradition; a short account of the principles and historic development of architecture and the applied arts. 20+376 p. front. il. pls. O (Universal art ser.) N. Y., Scribner $10
An history of historic style, embracing architecture, pottery, textiles and furniture.

Finlay, James Ralph
The cost of mining; a discussion of the production of minerals; with remarks on the geologic, social and economic foundations upon which it rests. 3rd ed., entirely rev., enl. and reset. 11+532 p. maps diagrs. O [c. '09-'20] N. Y., McGraw-Hill Bk Co., 370 7th Ave. $6 n.

Flaubert, Gustave
The temptation of St. Anthony; tr. by Lafcadio Hearn. 280 p. S (The modern library, no. 92) N. Y., Boni & Liveright 95 c. n.

Fletcher, Joseph Smith
The orange-yellow diamond. 321 p. D c. N. Y., Knopf $2 n.
A mystery story in which an old pawnbroker is murdered and robbed the crime being fastened upon a bystander in the shop. The scenes are laid in and around London.

Ford, Sewell
Torchy and Vee. 307 p. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap $1

Frazer, Lilly, Lady
Asinette; a French story for English children; with text il. by H. M. Brock. 6+212 p. D N. Y., Dutton $1.50 n.
A French reader, with vocabulary.

Gorton, Arthur Treat, and others
Complete English for grades; book 1. various paging il. D c. '20 N. Y., Hinds, Hayden & Eldredge, 11 Union Sq. $1

Gourmont, Remy de
Philosophic nights in Paris. no paging D c. '20 Bost., John W. Luce & Co., 212 Summer St. bds. $1.75

Graeve, Oscar
The brown moth. 329 p. D c. N. Y., Dodd, Mead $2 n.
A novel of every day life in New York.

Grey, Zane
The desert of wheat: a novel; il. by W. H. D. Koerner. 376 p. front. pls. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap $1

Farrer, William
An outline itinerary of King Henry the First; reprinted by permission of Messrs. Longmans, Green & Co.; from the English Historical Review, v. 34, July and October, 1919. 182 p. O N. Y., Oxford Univ. Press $8

Fortescue-Brickdale, John Matthew
A text-book of pharmacology and medical treatment for nurses. 14+392 p. il. col. pls. C N. Y., Oxford Univ. Press $10

Foss, Louis O.
History of Stony Brook Township; from the first settlement to 1918. 280 p. il. pors. O c. '20 Minneapolis, Minn., Augsburg Pub. House, 452 South 4th St. priv. pr.

Griscom, Ellwood, jr.
Americanization; a school reader and speaker. 255 p. front. pls. pors. D c. '20 N. Y., Macmillan $1 n.
Short articles for advanced grammar school grades.

Gunn, J. Alexander
Bergson and his philosophy; with an introd. by Alexander Mair. 22+190 p. (34½ p. bibl.) front. (por.) D N. Y., Dutton $2.50 n.
Partial contents: Life of Bergson; The reality of change; The relation of body and soul; Freedom of will; The gospel of intuition; Relation to religion and theology.

Hall, Alfred Daniel
Fertilisers and manures. 15+384 p. pls. tabs. charts D N. Y., Dutton $2.50 n.

Hamilton, Clarence Grant
Music appreciation; based upon methods of literary criticism. 296 p. (1¾ p. bibl.) il. music charts pors. diagrs. O [c. '20] Bost., Oliver Ditson Co., 179 Tremont St. $2.50
Partial contents: Types of piano music; Types of chamber and orchestral music; Types of vocal music.

Hamilton, Cosmo
Who cares?; a story of adolescence; with il. by Richard Cutler. 342 p. front. pls. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap $1

Hanshew, Thomas W. [Charlotte May Kingsley, pseud.], and Hanshew, Mary E.
The riddle of the mysterious light; front. by Walter de Maris. 323 p. D '21 c. '20-'21 Garden City, N. Y., Doubleday, Page $1.60 n.
Another detective story in which Cleek and Scotland Yard appear again.

Harris, Corra May White [Mrs. Lundy Howard Harris]
Happily married. 287 p. D (Popular copyrights) [c. '20] N. Y., Grosset & Dunlap $1

Haskell, Oreola Williams
Banner bearers; tales of the suffrage campaigns. 350 p. D c. '20 Geneva, N. Y., W. F. Humphrey $1.50 n.

Havell, Ernest Binfield
A handbook of Indian art. 7+222 p. front. pls. O N. Y., Dutton $10 n.
A concise survey of the subject of Indian art, including architecture, sculpture and painting. The author was keeper of the art gallery, Calcutta.

Hennig, W. E.
How to wind direct current armatures. 205 p. il. O c. '20 Milwaukee, Wis., Casper $4 n.

Hill, Ruth
Robert E. Lee; a story and a play. 58 p. D (Little folks plays of American heroes) [c. '20] Bost., Badger $1
A play for the grammar grades.

Holmes, Edmond Gore Alexander
The secret of happiness; or, Salvation through growth. 10+360 p. O N. Y., Dutton $5 n.
Partial contents: The failure of feudalism; The meaning of growth; The poles of nature; growth thru conscience; Physical well-being; Spiritual well-being

Hope, Sir William Henry St. John
An introd. to English liturgical colours. 90 p. D N. Y., Macmillan $2.40 n.

Hopkins, Alfred
The English village church; exteriors and interiors. various paging il. pls. Q [c. '21] N. Y., William Helburn, 418 Madison Ave. $12.50

Irwin, Wallace Admah [Ginger, pseud.]
Seed of the sun. 352 p. D [c. '21] N. Y., Doran $2 n.
The story of two New York girls who go to California to work the fruit ranch they inherit, and the activities of a Japanese society which operates to force out American fruit growers.

Janet, Pierre Marie Félix
The major symptoms of hysteria; 15 lectures given in the Medical school of Harvard university. 2nd ed., with new matter. 23+345 p. il. diagrs. D N. Y., Macmillan $2.75 n.

June roses for the Sacred Heart. 151 p. front. (por.) Tt N. Y., P. J. Kenedy 50 c. n.
Daily readings in verse and prose for the month of June.

Kendall, Ralph Selwood
Benton of the Royal Mounted; a tale of the Northwest Mounted Police. 315 p. front. D (Popular copyrights) [c. '18] N. Y., Grosset & Dunlap $1

Kennedy, James
The complete Scottish and American poems of James Kennedy. 3rd rev. ed. 244 p. D N. Y., J. S. Ogilvie Pub. Co., 241 W. 37th St. $1

Kingsford, H. S.
Seals. 59 p. (1½ p. bibl.) front. il. pls. D (Helps for students of history, no. 30) N. Y., Macmillan pap. 50 c.
Seals of cities and ecclesiastics.

Gullett, H. S., and Barrett, Charles, eds.
Australia in Palestine; art ed. David Barker. [A soldier's book.] 14+154 p. pls. (part col.) Q N. Y., Oxford Univ. Press $5.25 n.

Heroes and kings; with numerous il. in black and white. 168 p. O (Bible readings for schools) N. Y., Oxford Univ. Press 80 c.

Italy America Society
Addresses delivered at the banquet in honour of H. E., the royal Italian ambasador, Baron Romano Avezzano, Hotel Astor, N. Y., Feb. 24, 1920. 37 p. il. facsm. por. O N. Y., Italy America Society, 23 West 43rd St. priv. pr.

Japan Paper Co.
Achievement; a treatise on one of the factors in the advancement of the art of printing; with examples. 59 p. O N. Y., Japan Paper Co., 109 East 31st St. priv. pr.

Kenyon, Sir Frederick George
International Scholarship; presidential address delivered at the annual meeting of the British Academy, July 21, 1920. 14 p. O (British Academy ser.) N. Y., Oxford Univ. Press pap. 70 c.

Leach, Eugene Walter
Racine; an historical narrative. 200 p. il. pls. pors. Q Racine, Wis., United Commercial Travelers Council no. 337 [not sold]

Kraepelin, Emil
Manic-depressive insanity and paranoia; tr. by Mary Barclay; ed. by George M. Robertson. 280 p. il. O Chic., Chicago Medical Bk. Co., 345 S. Honore St. $6

Kreymborg, Alfred
Plays for merry Andrews. 177 p. O c. '20 N. Y., The Sunwise Turn $2.25; special ed. $10 [50 copies]
Partial contents: Vote the new moon: a toy play; Uneasy street: a folk play; The silent waiter: a tragi-comedy.

Larkin, Clarence
Dispensational truth; or, God's plan and purpose in the ages. 3rd ed., rev. and enl. 3+176 p. front. il. charts O [c. '20] Phil., [Author], Fox Chase $2.50

Lebanc, Maurice
The eyes of innocence; tr. by Alexander Teixeira de Mattos. 185 p. front. D c. '20 N. Y., The Macaulay Co., 15 W. 38th St. $1.50
The romance of a young woman, who is the victim of plots and snares and pitfalls, but who foils them all by her purity and innocence.

Leverage, Henry
The ice pilot; front. by Rudolph Tandler. 8+294 p. D c. Garden City, N. Y., Doubleday, Page $1.90 n.
The adventures of a man who was shanghaied and taken to the seas of the frozen north, the ship being bound on a raid upon the seal rookeries.

Loosmore, W. Charles
Nerves and the man; a popular psychological and constructive study of nervous breakdown. 10+223 p. O [c. '21] N. Y., Doran $2.50 n.
Partial contents: The call of nature; Poise and serenity; Cheerfulness; Laughter; Self-suggestion; Work, interest and hobbies; Music and the emotions. Index.

MacBean, L.
Marjorie Fleming's book; the story of pet Marjory; together with her journals and her letters; to which is added Marjorie Fleming; a story of child-life 50 years ago by John Brown; introd. by Clifford Smyth. 25+225 p. front. il. chart map S (The modern library, no. 93) N. Y., Boni & Liveright 95 c. n.

McConaughy, J. W.
Madame X; from the play of the same name by Alexandre Bisson; il. with scenes from the photoplay. 311 p. front. pls. D (Popular copyrights) [c. '10] N. Y., Grosset & Dunlap $1

Marriott, Charles
Modern movements in painting. 12+268 p. col. front. pls. (part col.) O (Universal art ser.) N. Y., Scribner $7.50
Partial contents: Naturalism; The birth of impressionism; Impressionism in France; Cézanne, Gaugin and Van Gogh; Port-impressionism in England. Index.

Martindale, G. G.
Introductory. 159 p. D (Catholic thought and thinkers) N. Y., P. J. Kenedy $1.75 n.
The aim of this new series will be to give the reader pictures of eminent Catholic thinkers, and a sufficient statement of what they thought.

Maxwell, William Babington
The devil's garden; il. with scenes from the photoplay. 444 p. front. pls. D (Popular copyrights) [c. '13] N. Y., Grosset & Dunlap $1

Mérimée, Prosper
Colomba; préface d'Augustin Filon. 12+180 p. front. (por.) S (Collection Gallia) N. Y., Dutton 75 c. n.

Mertins, Gustave Frederick
The twilight soul. [verse] 93 p. O c. '20 Montgomery, Ala., The Paragon Press $1.50 [1000 copies]

Miller, David Hunter
International relations of labor; lectures delivered before the Summer school of Theology of Harvard University, June, 1920. 77 p. (2 p. bibl.) D c. N. Y., Knopf $1.50 n.
The author was legal advisor of the American Mission to Negotiate Peace.

Mills, Enos Abijah
Waiting in the wilderness. 13+241 p. front. pls. D '21 c. '20-'21 Garden City, N. Y., Doubleday, Page $2.50 n.
Adventures among the peaks of the Rocky Mountains, in which the author weaves romance with the beauty and peace of the country.

Mills, D. Y.
The boys that ran away. 57 p. S (Missionary stories) N. Y., Macmillan pap. 50 c. n.
A tale of missionary work in Africa.

Nathan, George Jean
The theatre, the drama, the girls. 361 p. D c. N. Y., Knopf $2.50 n.
Partial contents: The actor in criticism; The play of yesterday; On character acting; The Russian and the American dramatist; Blonde versus brunette; The Chinese play; The cinema; Back of the scenes of the press-agency.

Lloyd, J. W.
Co-operative marketing of horticultural products. 15 p. O (Agric. experimental station bull. 244) Urbana, Ill., Univ. of Illinois pap. gratis

Lowe, M. D.
War history of the 18th (S) battalion Durham Light Infantry; with a foreword by H. Bowes. 19+205 p. il. map O N. Y., Oxford Univ. Press $5.65

Lloyd-Williams, Grace
Trois légendes; la légende de St. Christophe; L'amant fidèle; Le chevalier au Baril; illustré par M. Sankey; with questions, exercises and a vocabulary. 80 p. O N. Y., Oxford Univ. Press $1.15

McGovern, Terry, and others
How to box to win; How to build muscle; How to breathe, stand, walk or run; How to punch the bag; a book of health and strength; reprinted by permission of New York Evening World. 7+185 p. il. c. '20 Chic., Shrewsbury Pub. Co. pap. 40 c. n.

Mann, Jacob
The Jews in Egypt and in Palestine under the Fatimid Caliphs; a contribution to their political and communal history based chiefly on Genizah material hitherto unpublished. v. 1. [960 C. E.-1204 C. E.] 280 p. O N. Y., Oxford Univ. Press $5.65

Nelson, Harriet S.
Fruits and their cookery. 12+209 p. D [c. '21] N. Y., Dutton $2 n.
Receipes for healthful fruit dishes.

New York (The) World
The *World* almanac and encyclopedia; 1921. 896 p. tabs. D N. Y., The Press Pub. Co., Pulitzer B'ldg. pap. 50 c. n.

Norwood, Gilbert
Greek tragedy. no paging pls. O Bost., Luce $5

Ober, Frederick Albions
A guide to the West Indies, Bermuda and Panama; with maps and many il.; 3rd rev. ed.; with up-to-date facts and figures. 9+533 p. front. pls. col. fold maps tabs. D '20 c. '08-'20 N. Y., Dodd, Mead $3.50 n.

Ogden, George Washington
The land of last chance; front. by P. V. E. Ivory. 338 p. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap $1

Okakura, Kakuzo
The ideals of the East with special reference to the art of Japan; [introd. by Nivedita, of Ramakrishna-Vivekânanda.] 21+227 p. D N. Y., Dutton $3 n.
Partial contents: The primitive art of Japan; Buddhism and Indian art; The Asuka period: 550-700 A. D.; The Meiji period: 1850 to the present day. The author, a native of Japan, has written this book in English.

Onslow, Lola
The little china dog. 30 p. front. il. T (The tuck-me-up books) N. Y., Macmillan pap. 20 c. n.
The story of a dog who lived on the mantel-piece.
The story of Mr. Noah. 30 p. front. il. T (The tuck-me-up books) N. Y., Macmillan pap. 20 c. n.
The adventures of a toy Noah and his ark.

Palmer, W. Scott
The confession of Jacob Boehme; with introd. by Evelyn Underhill. 153 p. S N. Y., Knopf $2 n.

Parker, Sir Gilbert i. e. Horatio Gilbert
Wild youth and another; with il. by Frank B. Hoffman. 290 p. front. pls. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap $1

Pearse, A. W.
The world's meat future; an account of the live stock position and meat prospects of all leading stock countries of the world; with full lists of freezing works; with an introd. by Sir Owen Cox. 2nd ed. 16+335 p. front. il. tabs. pls. O N. Y., Dutton $8 n.

Perris, George Herbert
The battle of the Marne. 300 p. maps D Bost., Luce $3.50 n.

Polly Ann. 6 p. Q (Cut-out paper dolls) Phil., Jacobs pap. 50 c.

Pratt, Margaret Swain, comp.
National costumes of the Slavic peoples; drawings by Margaret Hubbard; descriptive notes and col. pl. by Esther Peck. [compiled by the Bu. on Pageantry and the drama, National Bd., Y. W. C. A.] no paging il. obl. O c. '20 N. Y., The Womans Press, 600 Lexington Ave. bds. $3
Designs of costumes from authentic sources, made in black and white, with color keys.

Quiller-Couch, Sir Arthur Thomas [Q., pseud.]
True Tilda. 7+401 p. D (Popular copyrights) [c. '09] N. Y., Grosset & Dunlap $1

Rhodes, James Ford
History of the United States from the compromise of 1850 to the McKinley-Bryan campaign of 1896; new ed. 8 v. various paging il. maps O N. Y., Macmillan $25 n. set

Richardson, George
A book of ceilings; [the Adam period.] various paging il. pls. F N. Y., William Helburn $12.50

Roberts, Peter
The problem of Americanization. 9+246 p. D [c. '20] N. Y., Macmillan $1.60 n.
Partial contents: What is Americanization?; The approach to the foreign-born; Teaching English; Lectures and entertainments; The goal in Americanization.

Robertson, Archibald Thomas
Luke the historian in the light of research. no paging O c. '20 N. Y., Scribner $2.50 n.

Roux, Louis Alexandre
A first French course; il. by George H. Whitney. 15+304 p. front. il. D (Macmillan French ser.) N. Y., Macmillan $1.40 n.

Rubin, W. B.
The Bolshevists; [a play.] no paging D c. Bost., Cornhill Co. $1.50 n.

Neilson, M., and Ballard, A.
1—A terrier of fleet, Lincolnshire; from a manuscript in the British Museum; 2—An Eleventh-century inquisition of St. Augustine's, Canterbury. 85+214; 27+34 p. O (Records of the social and economic history of England and Wales, v. 4) N. Y., Oxford Univ. Press $9.45

Nilsson, Martin P.
Primitive time-reckoning; a study of the origins and first development of the art of counting time among the primitive and early culture peoples. 14+384 p. O (Acta societatis humaniorum litterarum lundensis, 1.) N. Y., Oxford Univ. Press pap. $9.45

Passages for English repetition; selected by Masters at Uppingham school; [an English poetical anthology.] 8+168 p. O N. Y., Oxford Univ. Press $1.80

Patten, Bradley Merrill
The early embryology of the chick. 9+167 p. (6 p. bibl.) O c. '20 Phil,. Blakiston $2.25 n.

Picciotto, Cyril M., ed.
The British year book of international law, 1920-21. 8+292 p. O N. Y., Oxford Univ. Press $7.50 n.

Prucha, M. J., and Harding, H. A.
Elimination of germs from dairy utensils; 1—By rinsing; 2—By drying in sun and air. 31 p. tabs. O (Agric. experimental station bull. 230) Urbana, Ill., Univ. of Illinois pap. gratis

Sabin, Alvah Horton
Red-lead and how to use it in paint; 3rd ed., rewritten and enl. 11+139 p. il. O [c. '17-'20] N. Y., Wiley $2 n.

St. Patrick, Mother
Victoire de Saint-Luc; a martyr under the terror; with foreword by the Rev. C. C. Martindale. 9+120 p. front. (por.) D N. Y., Longmans, Green $1.40 n.

Schwamb, Peter, and others
Elements of mechanism; 3rd ed. rewritten, reset, and enl. 7+372 p. il. O c. N. Y., Wiley $3.50 n.

Simonds, Ossian Cole
Landscape-gardening. 10+338 p. il. plans O (Rural science ser.) N. Y., Macmillan $6 n.

Speare, Morris Edmund, and Norris, Walter Blake, eds.
Vital forces in current events; readings on present-day affairs from contemporary leaders and thinkers. 7+284 p. D [c. '20] Bost., Ginn & Co. 88 c. n.
A collection of discussions on economics.

Stafford, Thomas Polhill
The study of the Holy Spirit. 143 p. D [c. '20] Phil., The Judson Press bds. $1
An interpretation of Biblical teachings.

Stansfield, Alfred A.
El horno eléctrico; [tr. of author's The electric furnace into Spanish.] 406 p. il. O c. '20 N. Y., McGraw-Hill $5 n.

Taft, William Howard, and others
On getting on; [a message to men.] 48 p. nar. Tt c. '20 Brattleboro, Vt., Ullery & Co., Ullery B'ldg. 25 c.
Terse essays on success by prominent Americans.

Taft, William Nelson
On secret service; detective-mystery stories based on real cases solved by Government agents. 356 p. D [c. '21] N. Y., Harper & Bros., Franklin Sq. $2 n.
Twenty-four stories of the experiences of operatives of the Secret Service.

Thayer, Lee [Mrs. H. W. Thayer]
That affair at "The Cedars"; front. by Clarence Rowe. 303 p. col. front. D c. Garden City, N. Y., Doubleday, Page $1.60 n.
A story of the mysterious death of the heroine's husband, upon the return of her former lover.

Tracy, Frederick
The psychology of adolescence. 10+246 p. (8 p. bibl.) O (Handbooks of moral and religious ed.) N. Y., Macmillan $3 n.

Trumbull, Charles Gallaudet
The life story of C. I. Scofield; [the editor-in-chief of the Scofield reference Bible.] 138 p. il. O N. Y., Oxford Univ. Press $2.50 n.

Vernède, Robert Ernest
Port Allington stories. 13+323 p. D [c. '20] N. Y., Doran $1.90 n.

Warde, Frederick B.
Fifty years of make-believe. 6+310 p. front. (pors.) pls. (pors.) D c. '20 N. Y., International Press Syndicate, 711-732 Tribune Bldg. $1.50
Reminiscences of an actor, which give intimate sketches of Adelaide Neilson, H. J. Montague, Edwin Booth, Charlotte Cushman, John McCullough, Lawrence Barrett and others of the time.

Watts, Mrs. Mary Stanbery
The noon-mark. 336 p. D c. '20 N. Y., Macmillan $2.50 n.
A novel of New York life.

Weekes, B. K.
Convict B.14; a novel. 304 p. D [c. '20] N. Y., Brentano's $1.90 n.
The adventures of a man involved in a murder mystery, who, despite his prison sentence, overcomes many difficulties.

Wells, Carolyn [Mrs. Hadwin Houghton], comp.
The book of humorous verse. 25+986 p. O [c. '20] N. Y., Doran $7.50 n.

Wend, Milton
Jot; the quick-writing system. 24 p. D [c. '20] N. Y., [Author] Tribune B'ldg. pap. $2
A manual of abbreviations for rapid writing in longhand.

Weston, George
You never saw such a girl. 240 p. D (Popular copyrights) [c. '18-'19] N. Y., Grosset & Dunlap $1

White, Charles Henry
Methods in metallurgical analysis. 2nd ed., rev. 9+356 p. (3 p. bibl.) il. tabs. D [c. '15-'20] N. Y., Van Nostrand $3 n.

Williams, Kenneth P.
The dynamics of the airplane. 8+138 p. il. O (No. 21 of Mathematical monographs) c. N. Y., Wiley $2.50 n.

Williamson, Charles Norris, and Williamson, Alice Muriel Livingston [Mrs. Charles Norris Williamson]
The great pearl secret; front. by Julian De Miskey. 258 p. D c. Garden City, N. Y., Doubleday, Page $1.90 n.
The story of the mysterious pledging of the Tzarina's famous pearls.

Woolsey, Theodore Salisbury, jr.
Studies in French forestry. 7+550 p. il. O c. N. Y., Wiley $6 n.

Young, A. P.
The elements of electro-technics. 8+348 p. front. diagrs. plans il. pls. charts D N. Y., Pitman $3.10 n.
An explanation of the fundamental principles of the electrical industry in England.

Scott, William Robert
William Cunningham, 1849-1919; [a] memoir. 10 p. O (British Academy) N. Y., Oxford Univ. Press 70 c.

Tin, Maung, tr.
The expositor; Attasalini; Buddhaghosa's commentary on the Dhammasagani; the first book of the Abhidhamma Pitaka; v. 1; ed. and revised by Mrs. Rhys Davids. 20+288 p. O (Pali text society's translation ser., v. 8) N. Y., Oxford Univ. Press $4.50

The Publishers' Weekly

62 West 45th Street, New York

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In Zones 1, 2, 3, 4, and 5 .....$6.00
In Zones 6, 7, and 8 and Canada $6.50
To foreign countries $7.00

Single copies, 15 *cents.* Educational Number, in *leatherette,* $1.00; Christmas Bookshelf, 25 *cents.*

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Higher rates for the Summer Reading Educational Number and Christmas Bookshelf, *and for the monthly* Book Review *supplement sections.*

Advertising copy must reach us Monday noon—earlier if proof is desired out-of-town. Forms close Wednesday night.

Under the headings of "BOOKS WANTED" *and* "BOOKS FOR SALE" *subscribers are charged* 15c *a line (no charge for address); non-subscribers* 20c *a line, address extra. Bills for this service will be rendered monthly. Objectionable books are excluded as far as they are noted.*

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] *after their firm name. The appearance of advertisements in this column, or elsewhere in the* WEEKLY *does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.*

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY *is not responsible for errors. Parties with whom there is no account must pay in advance.*

Under "HELP WANTED" or for other small undisplayed advertisements, the charge is 20 cents a nonpareil line. No reduction for repeated matter. Count seven words to the line.

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The Next "Outstanding" Number

The PUBLISHERS' WEEKLY for February 12th will be the Travelers' Number, filled with personal sketches and portraits of travelers and buyers, lists of department stores having book sections, news about the forthcoming spring books of all publishers, etc., etc.

Material for the reading columns should be sent in at once. Advertisements also, should reach us early, in order to submit proofs.

Many extra copies of this special number are mailed to buyers for personal use. It is one of our issues that is preserved for reference thruout the year.

The Publishers' Weekly

Rare Books, Autographs and Prints

THE bronze death mask of Napoleon Bonaparte, made by his physician Dr. F. Antommarchi, was recently sold at the American Art Galleries for $180.

The Prints Division of the New York Public Library announces that in its series of exhibitions demonstrating the making of prints it has reached Japanese prints which will be on exhibition in the Print Gallery until April 15.

The American Art Galleries recently took a full page in one of the daily papers to advertise auctions. These sales included four books sales, with several inches given to each sale and the items to be sold on each occasion.

An exhibition of etchings just opened at the Kennedy Gallery gives the first place to Rembrandt, and he is surrounded by the work of a number of early Dutch etchers . The exhibition also embraces a unique collection of the complete works of Antoine Waterloo.

A collection of American and foreign bookplates gathered by the late Dr. Henry C. Eno including plates by Paul Revere, Nathaniel Hurd, Maverick and other early American designers and engravers, and also, a fine original impression of Washington's bookplate, will be sold at the American Art Galleries January 25.

Rare Americana from various consignors including a consignment from London will be sold by Charles F. Heartman in Rutland January 25. The sale includes broadsides of the Revolutionary War period, early American fiction, Colonial tracts, books concerning the North American Indians, early naval history, the Stamp Act, the Revolutionary War and the War of 1812.

The latest news bulletin of the Italy America Society, of this city, contains a bibliography of one hundred worth while books on phases of Italian history, culture and achievement. A still more extensive bibliography will be issued later and a special Dante bibliography will be issued in connection with the Dante commemoration this year.

The *Print Collector's Quarterly*, published in this country seven years under the editorial management of Fitzroy Carrington, of the Boston Museum of Fine Arts, which was suspended in 1917 on account of the war, is to be revived under the editorship of Campbell Dodgson, Keeper of Prints and Drawings at the British Museum, and published in London by J. M. Dent & Sons, Ltd.

According to the London *Times* the Soviet government of Russia will follow the nationalization of publishing and trade in books by nationalizing all book property. The scholar will no longer own his own library but will be dependent entirely upon the government. One may well ask what is to become of "the great, mighty, true and free Russian language" of Turgenev.

Volume I of the *Bookplate Magazine*, published by the Morland Press, Ltd., London, dealt principally with the work of English bookplate artists and contained many designs by Frank Brangwyn, H. J. Stock, Robert Gibbings, and other leading British artists. Volume II will be concerned mainly with the work of foreign artists, and arrangements have been made to publish a series of articles dealing with the bookplate in Spain, France, Belgium and other Continental countries.

The Frederic Gallatin, Jr., collection of books on ornithology will be sold by order of the estate of Theodore N. Vail at the Anderson Galleries February 1 and 2. This collection contains 465 lots and includes sets of the rare and valuable works of Elliot and Gould, an original edition of Audubon's "Birds of America" with original drawings by him and many works of lesser importance. The collection is said to be the choicest and most extensive of its kind ever sold at auction in this country.

The destruction of irreplaceable census returns back to the foundation of the government, which took place in Washington a few days ago, illustrates anew our constitutional carelessness in caring for government archives and other invaluable collections. For nearly a half century there has been a repeated demand for a commodious and safe archives building; during this period tens of millions of dollars have been expended for public buildings in small towns; and yet this need has been considered and as often delayed. In the five years between 1910-15 it is said that there were ninety--one fires on government premises in Washington and yet this frequent reminder was ignored, and we now see the result. Some years ago there was a similar situation of lesser importance in this state. The need for adequate and safe quarters for the State Library at Albany was long recognized, but nothing came of it. Finally came the Capitol fire and the destruction of documents, records and rare and unique historical material, and the agitation was over, but at what costs! Many valuable libraries and historical collections, in all parts of the country, are housed in cramped and unsafe quarters. Wherever such conditions exist the agitation should be taken up with vigor and persistence. There is danger in delay, as we have been learning by repeated experience.

The sale of Americana rarities from the collections of Mrs. W. M. Brickner and Mrs.

J. C. Wilmerding, both of this city, at the Anderson Galleries, January 10, 11 and 12, realized $24,946.15—perhaps a third more than any one had expected that they would bring. Prices, however, were uneven; a few rarities sold moderately low; more brought unexpectedly high prices; even the ordinary books averaged well. The sales were pretty well distributed altho Dr. Rosenbach led all others in the purchase of the more valuable lots. The orderly book evidently kept by a British subaltern, from April 18, 1775, to October, 1777, written on over 200 small quarto pages and giving an account of the battles of Lexington, Concord, Saratoga and the surrender of Burgoyne, brought $620. The signed bookplates of Gardiner Chandler, David Green and William Wetmore, engraved by Paul Revere —three of the four plates engraved and signed by him—brought $37.50, $35 and $38 respectively. The two Maryland broadsides, the first containing "His Excellency's Speech to the General Assembly," undated, the second "The Assembly's Answer to His Excellency's Speech," December 2, 1708, printed by Thomas Reading at Annapolis, both unrecorded and ante-dating the hitherto supposed first printing in the state by eighteen years brought $1,260. The autograph letter of Button Gwinnett, signer of the Declaration of Independence from Georgia, written in the third person for his wife, sold for $1,025. Other rare items and the prices which they brought were the following: the rare pamphlet "The People the Best Governors" without name of author or publisher, printed in 1776, brought $240; Dunlap's *Pennsylvania Packet;* or *General Advertiser,* April 17, 1775, to November, 1776, irregular, forty-three numbers, covering a critical period, $290; "Proceedings of the Supreme Executive Council of the State of Pennsylvania in the Case of Major General Arnold," 1779, Arnold having been accused of appropriating the public wagons of the State for his private use, $560; Beck's "Gazateer of the State of Illinois," 1823, rare first edition, $230; a broadside "Proclamation for encouraging Men to Enlist for the Defense and Security of the Colony," by Governor Dinwiddie, of Virginia, 1754, believed to be the only copy in existence, $255; Galvano's "The Discoveries of the World from their first originall unto the Yeere of our Lord, 1555," rare first English edition, $405; Increase Mather's "Dissertation wherein the Strange Doctrine Lately Published in a Sermon, the Tendency of which is to Encourage Unsanctified Persons to approach the Holy Table of the Lord, is Examined and Confuted," Boston, 1708, $385; Nathaniel Morton's "New England's Memoriall," Boston, 1721, second edition, $230; Thomas Moore's "New York Pocket Almanac," 1771, printed by Hugh Gaine, $230; "A Conference Between a Parish-Priest and a Quaker," 1725, published for the preventing of the deceits of priestcraft in America, $460; "A short account of the First Settlement of the Provinces of Virginia, Maryland, New York, New Jersey and Pennsylvania by the English," London, 1735, one of two known copies, $560.

F. M. H.

Auction Calendar

Monday and Tuesday afternoons, January 17th and 18th, at 2:30 o'clock. Rare and curious books from the library of Joseph Cauffman, Esq., of Philadelphia, and from other sources. (No. 1271; Items 589.) Stan V. Henkels, Auction Commission Merchant, 1304 Walnut St., Philadelphia, Pa.

Tuesday afternoon, January 18th, at 2:30 o'clock. A reader's library from Illinois: books of art, travel, sport, history, general literature, etc. (No. 173; Items 360.) The Walpole Galleries, 10 East 49th Street, New York.

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The Misfit Crown, by Francis Davidge, pub. D. Appleton & Co.

Aldus Book Co., 89 Lexington Ave., New York

Cabell, Anything by; Copper Cylinder.
George Sand, Letters to Her Daughter.
Surtee's Analysis of the Hunting Field, Duffield Rep't.
Kay Neilson, Powder Puff and Crinoline.
Ccuperus, Old People, cheap copy.
This Side of Paradise, First edition.
Bishop, Writing to Rosina, two copies.
Yellow Book and Savoy, odd volumes.
Menchen, Bierce, Barrie, Saltus and Locke, Quote all first editions.
Stevenson, Some Letters by; Iliad of the East.
M. M. Dodge, Rhymes and Jingles, 1874, or Any.
Lena or the Silent Woman, by author of Rita, Franklin Sq. Lib. by Harper.
The Morgensons, Mrs. Stoddard.
Wit and Humor of E. S. Monkshood, John Minton.
Blackwood, Pan's Garden.
Fiske, Myths and Myth Makers.
Beerbohm, Seven Men.
Zoe Aiken, Declasse, 1st ed. in novel form.
Rhymes and Recollections, Wm. Thom.
Paper Money Lyrics, Thos. Love Peacock.
Ridgly Torrence, Rider of Dreams (cheap) Ed. Play.

W. H. Allen, 3417 Walnut St., Philadelphia, Pa.

Grotius, De jure belli ac pacis tr. Whewell, 1853.
Van der Bent, Hygiene of Man's Dwelling.
Vickers, England in Later Middle Ages, 1914.
Walker, Science of International Law, 1893.
Weale, Papers on Architecture, 4 vols., 1844.

Allen Book and Printing Co., 454-456 Fulton St., Troy, N. Y.

Corkey, For Conscience Sake.
Gardner, Mehitabel.
Vaughan, St. Thomas Aquinas, Van Bethuysen, Albany.
Mitchell, S. Weir, Madeira Party.
Practical Stair Builder, C. Edward Loth, A. J. Bicknell & Co., 1869.
Marbury, Favorite Flies, Houghton M.
History of Surbiton-on-Thames, Martin.
Williamstown and Williams College, Perry.
Baedeker, Russia.
Asia, vols. 1 to 16. Any numbers or volumes.
Ball, Theory of Screws, Cambridge U. Press.
Holman, Telescopic Mirror Scale Method.
Bateson, Mendel's Principles of Heredity.
Hedrick, Goursat's Course in Mathematical Analysis, volume 1.
Ravenel, Eliza Pinckney.
Otto Jahn, Life of Mozart.
Marcia Penfield Snyder, Eight Lands in Eight Weeks.
Pellison, Roman Life in Pliny's Time, Jacobs.

American Baptist Publication Society, 1107 McGee St., Kansas City, Mo.

Systematic Theology by Butler, Ransom & Dunn, second-hand sets.
Maclaren's Expositions of Holy Scripture, 25 volume edition.

Wm. H. Andre, 607 Kittredge Bldg., Denver, Colo.

Set of Ebers, State edition and binding.

Arcade Book Shop, 223 N. 8th St., St. Louis, Mo.

Pinnock, Catechism on Ireland.
Moldenke, Production of Malleable Castings.
Thomas Walsh, Gardens Overseas, (Span. tr.).
Lovett, Grandmother's Stories from the Land That Used To Be.
O'Key, Paris and Its Story, ill. Ward & Kimball.
Baldwin, Flush Times in Alabama, two copies.

Associated Students' Store, University of California, Berkeley, Cal.

Smart, Distribution of Income, 1912 ed., Mac.

Bailey's Book Store, Vanderbilt Sq., Syracuse, N. Y.

Blair's English Rhetoric.
Return of Peter Grimm, three copies.

Barnie's Bookery, 727-729 E St., San Diego, Cal.

Alcott, Louisa M., Little Women Series, Any.
Bright, Chas., Story of the Atlantic Cable.
Dix, Dorothy, Mirandy.
Fitzgerald, W., Zone Therapy with key.
French, Fiction, Spanish Bible, etc.
Read, Opie, American in N. Y.,
Read, Hero of Goose Creek.
Read, Judge Eldridge.
Read, My Friend in Arkansas.
Read, Mystery Margaret.
Read, New Mr. Haverson.
Opie Read in Ark., Ten Funny Stories.
Young, Concordance.
Gower, W. L., Brother of the 3rd Degree.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.

Fisli the Outlaw, Dasent.
Story of Burnt Nual, Dasent.
Tales from the Norse, Dasent.
Saga of Grettir the Strong, Dasent.
Pindar, Bohn Library.
Huc's Travels in China, Thibet and Tartary.
Grove's Dictionary of Music, 5 vols., latest ed.
Life of Joseph Mazzini, Boston, 1872.

The Beacon Book Shop, 26 W. 47th St., New York

Harris, The Man Shakespeare.
Snyder, The World Machine.
Earle, Curious Punishments Bygone Days.

C. P. Bensinger Code Book Co., 13 Whitehall St., New York

Meyers 39th Edition Cotton Code.
A B C 5th A1 Telegraph Code.
Liebers Standard Code.
Pocket Edition Western Union, Universal.
Kellys, Thomas Directories.
Any American-Foreign Language Code.

A. F. Bird, 22 Bedford St., Strand, London, Eng.

The Saturday Evening Post, 1911.

Bloch Publishing Co., 16 W. 23rd St., New York

Old Test, vols. of Int. Crit. Comm.
Cohen, Jewish Life in Modern Times.
Mielziner, Introduction to Talmud.
Pinski, Temptations.
Adler, Sabbath Hours.
Asch, God of Vengeance.
Beaulieu, Israel Among the Nations.
Drews, Christ Myth.
Darmsteter, Selected Essays.
Isaacs, What is Judaism?
Kayserling, Christopher Columbus.
Jastrow, Talmudic Dictionary.

Bobbs-Merrill Co., Indianapolis, Ind.

The Little Brown Jug at Kildare, Meredith Nicholson.
The Cheerful Blackguard, by Roger Pocock.

Brentano's, Fifth Ave. and 27th St., New York

Collected Diplomatic Documents.
Our Revolution, Trotsky.
Adventures of Verdant Green, Bradley.
Little Mr. Bouncer, 5 vols.
Sexual Life of Our Times, Bloch.
Alfred Lyttleton, Lyttleton.
Bostonians, James.
Soul of Russian Revolution, Olgin.
Bound St. Nicholas for 1910, 2 vols.
Stories of Famous Songs, Fitzgerald.

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The Genius, Dreiser.
The Princess Wooing, Savage.
In the Old Chateau, Savage.
The Storm Signals, Savage.
Checker Thru, Savage.
Darby O'Gills Other People, Templeton.
Wide Awake.
History of European Thought in 19th Century, Mery.
Religion and Science.
Fragments of Human Mind.
Madame Lamballe's Own Memoirs.
Madame Rolland's Own Memoirs.
Jose, in English by Davidson, Valdes.
A Rebel's Recollections, Eggleston.
A Rebel War Clerk's Diary, Jones.
Winning His Way, Coffin.
In War Time, Mitchell.
Roland Blake.
Drummer Boy and Other Civil War Stories, Trowbridge.
Hilt to Hilt, Cooke.
Jewel of Inys Galon, Vaughan.
First Man in the Moon, Wells.
Sister Carrie, Dreiser.
Grey Feet of the Wind, O'Byrne.
Culture by Conversation, Waters.
Woman Beautiful, Brent.
History of Human Marriage, Westermarck.
Shelbourne Essays, 7th vol., More.
Interrupted Friendship, Voymuch.
Not Wisely But Too Well, Broughton.
Nancy, Broughton.
Red as a Rose is She, Broughton.
Goodby, Sweetheart, Broughton.
Slave, Broughton.
Book on Strong Family, Dwight.
Fun Doctor, Cole.
Personal Narrative of a Pilgrimage to Madinah and Mecca, 2 vol., Burton.
Inside the Ropes, Van Loan.
A Century of Guns, Blanch.
Federal and State Constitution, Govt. Charters and Organic Laws of States, Territories and Colonies, edited by Thorpe.
Agnes Bernauer, Hebbel.
Elizabeth or the Exiles of Siberia, Cotten.
Adventures of a Young Attorney, Stephen.
My Visit to Ceylon, Haechel.
Ten Thousand Years.
The Apostle.
Chess Strategy, Lasker.
Modern Chess Opening, White.
Crisp Toasts.
House Organ, Wilson.
Days and Deeds, Housen.
The Tragic Idol.
The Great Galeoto.
The Genius, Dreiser.
Sir Richard Calmady, Mallet.
The Photo Play, Munsterberg.
The Buchole Family.
Steigel Glass, Hauter.
Unconscious and Fundamental Sociology, Princes.
Mr. Potter of Texas, Gunther.
Cook Book, Lowney.
Development of Religious Thought in Egypt, Breasted.
The Term of His Natural Life, Clarke.
My Fairyland, Malcome.
Story ot An Outlaw, Hough.
Forty Years of Friendship, Yarnall.
Forest of Arden, Mabie.
The Stone Age in North America.
Photoplay Scenarios, Ball.
Meditations, Hervey.
Father Goose.
Wild Life Near Home, Sharp.
Automatic Functions and the Personality.
Maid at Arms, Chambers.
Recollections and Letters of R. E. Lee, 1904.
A Wanderer in Paris, Lucas.
Wace Letters, Kempton.
Adventures of Ned Hiricot, Clouston.
Stories From Old Testament, Platt.
Ballad Book, Bates.
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Old Documents and the New Bible, Smyth.

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Anatole France, Brandies.
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Reminiscences of An Octogenarian of N. Y., Haswell.
Transactions of Amer. Ins. Mining Engineers, vol. XLIII.
Diary Leaves, Alcott.
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Jorrock's Jollities.
In Search of a Siberian Klondike.
Navy Eternal, Bartimus.
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American Porcelain, Barbour.
American Glassware, Barbour.
Seven Splendid Sinners, Trowbridge.
Life of Thomas Ashton Smith, or Diary of a Huntsman, First edition.
Art of Heraldry, Fox-Davies.
Autograph Letter, President Andrew Johnson.
Autograph Letter, Stephen Hopkins of Mayflower.
Dickens, First Edition in Parts.
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First Editions of Charles Bronte.
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On Light, Six Lectures, Tyndell.
French Poets and Novelists, James.
Land of Joy, Barbour.
Philosophy of History, Hegel.
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Mireio, Eng. trans., Mistral.
Rock Garden, Farrar.
Children of Alsace, Brent.
Irish Glass, Westroff.
Set Library of the World's Best Literature, Warner
Chess Players Handbook, Staunton.
Scattered Nation, Vance.
Strange, True Stories of Louisiana, Cable.
Why They Married, Flagg.
Industrial Evolution, Wright.
Calumet K, Merwin & Webster.
Hounds Gentleman Please, Forbes.
A Gentleman of France, Weyman.
The Revigor Gogol, Yale University Press, 1908.
Biographical History of Philosophy, Lewes.
The Recipe Book, Chase.
Guiana Gold.
My Lady of the Island.
When the Red Gods Came.
Fiji and Its Possibilities.
In the Strange South Seas.
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After Death—What, Sombrosi.
Romance of the Renaissance Chateau, Champney.
Knocking the Neighbors, Ade.
Railways, Their Origin and Problems, Adams.
Winesburg, Ohio.
Gloran Atala, in Eng.
The Intermediate Sex.
The Archko edition of New Testament.
Dona Perfecta, trans. by Serrano, Galdoz.
Turk Almanac, Wieners.
Diomed, Wise.
Human Nature in Politics, Wallas .
Down North and Up Along, Morley.
Something New, Wodehouse.
The Navy Eternal, Bartimeus.
American Masters of Sculpture.
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Prophesies, Benner.
Healer, Herrick.
In Powder and Crinoline.
Alice Thru the Looking Glass, illus. Jackson, Carroll.
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Over Bemertons, Lucas.
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Yet Again, Beerbohm.
Life of Tchaikowsky, Newmarch.
Life of Thomas Dudley.
Memoirs of David Brainerd, Sherwood.
Yellow Jacket.
Under the Roof of the Jungle, illus.
Walter Reed and Yellow Fever, Kelly.
The Lovers Rubayait, Rittenhouse.

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Good, clean copies; state publisher and binding and date.
Adam Smith, Wealth of Nations, ed. T. Rogers, Oxford.
Taussig, Principles of Economics, 2 vols., Revised ed.
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Freeman and Chandler, The World's Commercial Products.
R. deC. Ward, Climate.
Ashley, British Industries.
R. S. Harris, Practical Banking.
J. R. Speor, Story of the American Merchant Marine.
Hill, Romance of the American Navy.
J. McFarlan, Economic Geography.
American Statesmen Series:
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Darwin, Voyage of the Beagle.
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Dictionary of Dates, Hayden.
Cyclopedia of American Government (3 vols.).
Statistical Atlas of the United States.
History for Ready Reference and Topical Reading, Larned.
Mark Twain, Complete Works (25 vols.).
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Everyman's Library:
White, Natural History of Selbourne.
Bates, A Naturalist on the Amazon.
Bolt, A Naturalist in Nicaraugua.
Hawthorne, House of the Seven Gables.
Swift, Gulliver's Travels.
Goldsmith, Vicar of Wakefield.
Lytton, Last Days of Pompeii.
Bronte, Wuthering Heights.
Trollope, Barchester Towers.
Bronte, Jane Eyre.
Hughes, Tom Brown's School Days
Hughes, Tom Brown at Oxford.
Mrs. Gaskell, Cranford.
Meredith, Ordeal of Richard Feverel.
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Meredith, Diana of the Crossways.
Hardy, Tess of the D'Urbervilles.
Hardy, Return of the Native.
Collins, The Moonstone.
Cambridge Edition of the Poets (19 vols.).
Dante, Divine Comedy, Longfellow's translation.
Homer, Iliad and Odyssey, Bryant's translation.
Virgil, Aeneid, Cranch's translation.
Page, British Poets of the Nineteenth Century.
Oxford Book of English Verse.
Palgrave, Golden Treasury (first and second series).
Stedman, Victorian Anthology.
Stedman, American Anthology.
Lamb, Essays of Elia.
Lamb, Last Essays of Elia.
Carlyle, Heroes and Hero Worship.
Lowell, Essays (7 vols.).
I. Arnold, Select Essays of Addison.
W. C. Bronson, English Essays.
Camp, Yale: Her Campus, Classrooms and Athletics.
Dwight, Memories of Yale Life and Men.
Two Centuries of Christian Activity at Yale.
Beers, Ways of Yale.
Pageant Book, Yale Presss.
Stokes, Memorials of Eminent Yale Men.
Belloc, Trans. Bedier, Tristan and Iseult.
Gasquet, Henry VIII and the English Monasteries
J. M. Stone, Reformation and Renaissance.
First Editions of Philip Gibbs, Chesterton, H. G Wells.
Trevelyan's American Revolution.
Roman Society from Nero to Marcus Aurelius, Dill.
Roman Society in the Last Century of the Western Empire, Dill.
Belloc, H. Servile State.
Any Works of Edgar Saltus.
Adams, Mont-Saint-Mitchel, 2nd hand.
Wm. Stirling, Some Apostles of Physiology, Waterlow, London, 1902.
English and Scottish Popular Ballads, F. J. Child.
Lester Ward, Psychic Factors of Civilization.

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Morte D'Arthur, illustrated by Aubrey Beardsley, 2nd edition in one volume.
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Village of Vagabonds, F. Berkeley Smith.
Open Road, A. E. W. Mason.
Letters of Rupert Brooke, edited by Henry James.
The Conqueror, Atherton.
Kandinsky, Art of Spiritual Harmony.
Gautier, Mlle. de Maupin, Vizetelly transl.
Samuel Butler, Alps and Sanctuaries, 1st Eng. edn.
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Baggs, Four Years at Yale.
Calvin's Early Engraving.
McFee, Tales of an Ocean Tramp, 1st Edn.
Historical Cat. of the Printed Editions of the Holy Scripture by Darlow & Moule, 4 vols., 1911.
DeQuincey's Opium Eater, edited by Richard Garnett.

Bridgman's Book Shop, 108 Main St., Northampton, Mass.

Lectures on Steam Engines by Perason.
Every Man His Own Lawyer.
Travels of Paul by M. Jackson.

Brooklyn Museum, Eastern Parkway, Brooklyn, N. Y.

White Pine Series of Architectural Monographs, v. 1, nos. 4, 5, 6.

Frank C. Brown, 44 Bromfield St., Boston, Mass.

Cooper's Game Fowl.
Garthowen by Allen Raine.
Tent Dwellers by Albert Bigelow Paine.

John S. Brownne, 17 W. 43rd St., New York

Galen, Claudius, Opera Omnia Editionem Curavit, Carolus Gottlieb Kuhn, Lipsie, 1821-33, 20 vols., 8vo, Greek and Latin text.

Cadmus Book Shop, 312 W. 34th St., New York

Ancestry of Haines, Sharp, Collins, etc., Families, by Richard Haines, Camden, 1902.
Shuttleworth, Genealogy.

Campion & Co., 1313 Walnut St., Philadelphia, Pa.

Barrie's Plays, First editions.
Travels Through North America, Burnaby.

G. M. Chandler, 75 E. Van Buren St., Chicago, Ill.

Ashton (Mark), Jezabel's Husband.
Boston Browning Society Papers.
Brown (Thos. E.), Collected Poems, Macmillan.
Carey, Browning, Poet and Man.
Cole, Artistic Anatomy of Trees.
Couch, Delectable Duchy.
Crawford, A Sailor whom England Feared.
Davenport (A.), By the Ramparts of Jezreel.
Ebers, An Egyptian Princess.
Gautier, Romance of a Mummy.
Gissing, New Grubstreet.
Glovatski, The Pharaoh and the Priest .
Handford (T. W.), Poetry and Pictures.
McLaws (L.), Jezabel.
Marsh, Memoir of Rupert Brooke.
Miller (or Hack), Yoke.
Passmore, In Further Ardenne.

Wm. G. Chapman, 118 North LaSalle St., Chicago, Ill.

Tracy, The Stowmarket Mystery, Fenno.

Chicago Medical Book Co., Congress and Honore Sts., Chicago, Ill.

Gower, Epilepsy.
Unna, Histo-Pathology of Skin.
Emerson, Legal Medicine.
Bailey, Diseases of Nervous System from Accident.

The Chicago Public Library, Chicago, Ill.

Abdy, J. T., Feudalism.
Alison, A., History of Europe.
Allan, W., History of the Campaign of Gen. T. J. (Stonewall) Jackson in the Shenandoah Valley of Virginia, Nov. 4, 1861, to June 17, 1862.
Ammen, D., Old Navy and the New.
Anderson, T. M., Political Conspiracies Preceding the Rebellion.
Armstrong, P. A., Sanks and the Black Hawk War.
Arundell, Lord of Wardour, Secret of Plato's Atlantis.
Atherton, His Fortunate Grace, 2 copies.
Atwater, Indians of the Northwest.
Banvard, J., Plymouth and Pilgrims.
Barnet, J., Martyrs and Heroes of Illinois.
Beauchamp, W. M., Iroquois rail, also, Ancient History of the Six Nations, David Cusick.
Beck, Wilhelmina, Baroness von, Personal Adventures During the Late War of Independence in Hungary.

Chicago Public Library—Continued

Browning's Message to His Time, Ed. Berdoe.
Berle, A. A., World's Significance of a Jewish State.
Bigham, D. A., Journal of the Siege of Paris.

The Christian Herald, Frank F. Lovell, Bible House, New York

Full set of McGuffey's Readers of the years 1885 or 1886, not present issues.

City Book Co., 6 East Pleasant St., Baltimore, Md. [Cash]

Among My Books, Harrison, Macmillan ed.
My Lady Castlemaine, Sargeant.
Nelson's Lady Hamilton, Holland, Woodhouse.
Andrew Jackson, Wm. Sumner.
Old Books on Furniture, Colonial.
Old Books on China.

Arthur H. Clark Co., Caxton Bldg., Cleveland, O.

Bibliophile Soc., Fiske Orations.
Pine, Beyond the West.
Arminian Mag, vols. 1-17, 19, 20.
Methodist Mag., vols. 24, 27, 28, 34, 35, 40, 43.
Weslyan Methodist Mag., 3rd series, vols. 5, 8-10, 12, 15-16, 20, 22 to end; 4th series complete; 5th series, vols. 1, 16-17, 19-22; 6th series, vols. 1-4, 6 to date.
Mag. Wesleyan Methodist Church, 1914 to date.
Quarterly Jl. of Economics, Nov., 1916-Aug., 1920.
Paxon, Last American Frontier.
Auer, The North Country.
Munsterberg, The Photo-Play.
League of Nations Mag., vol. 1; vol. 2, nos. 1-4; vol. 3, no. 7.
L'Enclos (de Union), Life and Letters, 1903.
Official Register Officers and Men N. J. War, 1775-83.
Political Economy, Jl. of, vols. 25-28.
Williams, Indiana Authors.
Forsyth, Artin, Indiana.
Boone, Hist. of Educ. Indiana.

John Clark Co., 1486 W. 25th St., Cleveland, O.

Dix, Life of Thos. Chatterton, 1837.
Finley, John P., Tornadoes, 1887.
New York Tribune, 1893 and 1894.
New York Times, Sept. to Dec., 1858; and July, 1896 to Dec., 1909.
Walker, Thos., Journal of an Exploration in 1750, Boston, 1888.

Cole Book & Art Co., 123 Whitehall St., Atlanta, Ga.

Constantinople, Clement, pub. Page Co.
Little Sir Gallahad, Gray, Grosset.

Colonial Society, Box 343, Richmond, Va. [Cash]

Book of Knowledge.
Britannica, 1st ed.
Britannica, 11th ed., vol. 1, reprint, vol. 28.
Home Book of Verse, India paper.
Murat, America and Americans, 2 copies.
Va. Histories, Burk, Cooke, Howison, Smith, Strachey.
Va. Maga. and William and Mary Quarterly, lots.

Columbia University Library, New York

F. T. Carlton, The Industrial Situation.
American Scandinavian Review, vols. 1 and 2.

Jeremiah F. Cullen, 15 S. 9th St., Philadelphia

Love in Friendship, Dubois, pub. Miller.
Molly Maguires, Pinkerton or DeWeese.

M. Curlander, 14 W. Saratoga St., Baltimore, Md.

Dist. of Col. Reports, odd vols.
Maryland Reports, odd vols.

Dartmouth College Library, Hanover, N. H.

How to Speak Extempore.
Beeton, Art of Public Speaking.
Depew, C. M., Library of Oratory.
Delsarte, System of Oratory.
Emerson, C. W., 16 Perfective Laws of Art.
Holyoke, G. G., Public Speaking and Debate.
Hopkins, E. M., Use of Analysis.
Legouve, E., Art of Reading.
Pitlinger, W., Extempore Speech.

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Plumptre, C. J., Kings College Lectures on Elocution.
Townsend, L. T., Art of Speech.
Fessenden, T. G., Register of Arts.
Flexner, A., Modern School.

Dawson's Book Shop, 518 S. Hill St., Los Angeles, Cal.

Brachenridge, Early Discoveries by Spaniards in New Mexico, 1857.
Clifford, Hugh, Malayan Monochromes.
Defouri, Historical Sketch of the Catholic Church in New Mexico, 1887.
Dyer, Mrs. D. B., Fort Reno, 1896.
Rawley, John, Art of Taxidermy.
Santleben, A Texas Pioneer.
Leadbeater, Science of the Sacraments.

Public Library, Detroit, Mich.

Hutton, Other Times and Other Seasons.
Century Dictionary and Cyclopedia with New Atlas of the World, 1911.
Encyclopedia Britannica, 11th ed.
Moulton, C. W., Library of Literary Criticism of English and American Authors, 8 vols.

F. M. DeWitt, 1609 Telegraph Ave., Oakland, Cal.

Iris, Dyke, Garden Flowers in color.
Vol. 25, Handy vol. ed., Ency. Brit., any binding.
Etidorpha, Lloyd, illus. ed.
Passing of 3d Floor Back, Jerome.
Early History and Antiquities of Freemasonry, Fort.
Mental Growth and Control, Oppenheim.
El Dorado, Taylor, 1st or any early ed.
Romance of the War, deals with the Peninsular War.
Joan of Arc, M. H. Catherwood.
Stanley's Magic Book, Kerr.
Lions of Tsavo.
Archo Volume.
Ancient Symbol Worship, Westropp & Wake.
Symbolic Language of the Ancients, Knight.
Northern Mythology, Thorp.
Ashes of God, Bain.
Studies in Brown Humanity, Clifford.
Life Kit Carson, Peters.
J. C. Fremont, anything by or about.
Hidden Water, Dave Coolidge, several copies.
The Texican, Dave Coolidge, several copies.
The Desert Trail, Dave Coolidge, several copies.
Bat, Wing Bowles, Dave Coolidge, several copies.
The Copperhead, H. Frederic.
Cupid, the Cowpuncher, Gates.
Ayesha, Haggard, 2 copies.
Exploits, Le Blanc.
The Boss, Lewis.
God of His Fathers, London.
Intruding Angel, Marriot.
A Man, His Mark, Morrow.
Shining Ferry, Quiller-Couch.
Conjurer's House, White.

Dixie Business Book Shop, 41 Liberty St., New York

Orpheus, Solomon Reinach, Putnam.
Telephonology, R. Van Deventer.
Hunt's Merchant's Magazine, 1850-1-2-3-4-5-6-7.
History of Factory Movement. pub. in England.
History of Labor in the U. S. Commons.
Human Economics, Gibson, Longmans pub.
History of Banking. Knox.
Authentic History of the U. S. Steel Corporation, Cetter.
A B C of Stock Speculation, Nelson Wall St. ser.
C P A Problems and Solutions, Cox.
C P A Questions and Answers, Bennett & Morton.
Co-operation in American Export Trade, 2 parts.
Commercial Law, Tipson.
Canadian Finance, 2nd vol., Custav Myers.
Corporate Finance and Accounting, Bentley.
Contracts for Future Delivery, Dewey.
Economic Principles, Flux.
Electric Railway Journal, June 7 and 18, 1919.
Economic Powers of Finland.
Export of Capital, Hobson.
Economic Crises, Jones.
Elements of Political Economy, MacLeod.

Dixie Business Book Shop—Continued

Effects of the War on Money, Banking and Credit in France, England and U. S., B. M. Anderson.
Federal Reserve Bulletins for 1915-1916-1917 and 1918.
Factory Costs, Webner.
Finance in China, Wagel.
Foundations of Einstein's Theory of Gravitation, Bross.
Frenzied Finance, Lawson.
How to Invest Money, Henry.
International Exchange, Margraff.
Investment, Jones, A. H. I. series.
Investment and Speculation, Atwood, A. H. I. ser.
Institute of Actuaries Textbook, Spectator Co.
Inventors at Work, Page.
Life of Lincoln, Hoyt.
Madness of Crowds, Mackay.
Mineral Products of Canada, 1919 or later.
Marine Policies, Eldridge.
Modern Corporation, Conyngton.
Money Inflation in France, White.
Net Worth and the Balance Sheet, Stockwell.
Overproduction and Crises, Rodbertus.
Poor Law, any items about.
Principles of Economic Philosophy, MacLeod.
Plant Management, A. H. I. series.
Practical Investing, Echer.
Rise of London Money Market, Bisschop.
Railways of China, Kent.
Real Wall Street, Black.
Railroad Accounting, Hooper.
Railway Operating Costs, Suffern & Co., 1912.
Science of Accounts, Bentley.
Brokerage Accounts, Todman.
Speculation on the Stock and Produce Exchanges of the U. S., Emery.
Strategy of Great Railroads, Spearman.
Story of the Railroads, Russell.
Stock Prices, Bond.
Thrift, Bolton Hall.
Theory and Practice of Banking, MacLeod.
Textile Prices, Bennet & Co., Boston.
Wall Street and the Country, Conant.
Wealth, Winship.
Work of a Bond House, Chamberlain.
Ailene of the Woods.

Robert W. Doidge, 16 Elm St., Somerville, Mass.

Books on Amusements, Games and Occultism.

H. & W. B. Drew Co., Jacksonville, Fla.

Marvin On Wreck and Salvage.

E. P. Dutton & Co., 681 Fifth Ave., New York

Adams, Chapters of Erie.
Adams, Esther.
Adams, Democracy, pub. Holt.
Brown, Charles B., Jane Talbot, Phil., 1804.
Brown, Charles B., Ormond, N. Y., 1799.
Brown, Charles B., Clara Howard, Phil., 1801.
Brown, Charles B., Alcuin, N. Y., 1797.
Brown, Charles B., The British Treaty with America.
Brown, Charles B., Address to the Government of the U. S. on the Cession of Louisiana, Phil., 1803.
Brown, Charles B., An Address to the Congress of the U. S. on the Utility and Justice of Restriction upon Foreign Commerce, with Reflections on Foreign Trade in General and the Future Prospects of America, Phil., 1809.
Barr, From Whose Bourne.
Belloc, On Anything, Danton.
Cole, Accounting and Auditing, pub. Cree Pub. Co.
Colonial Houses of Phila.
Cabel, The Certain Hour, 1st ed.
Dental Publications as follows:
Crocker, A., Modern Detinstry, Cinn., 1918 and 1920.
Cady, E. E., Dentistry by Specialists, Brooklyn.
Dwinelle, W. H., Treatise on the Use of A. J. Watts' Crystal Gold, Utica, 1855.
Evans, T. W., Reports on Instruments . . . Surgical Dentistry, etc., Washington, 1870.
Essig, C. J., Dental Netallurgy, Phila., 1882.
Eliot, C. W., Address before the American Academy of Dental Science, 1879.
Foster, J. H., Address before the American Academy of Dental Science, Boston, 1871.
Flagg, J. Foster, Plastics and Plastic Filling, Phila., 1891.
Gunning, T. B., Protest Against the Surrender to

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E. P. Dutton—Continued

Non-members of the Dental Profession, etc., N. Y., 1874.
Hubbard, E., Little Journey to a Great Dentist.
Hitchcock, T. B., Physical Properties of Dental Amalgams, N. Y., 1875.
Haskell, L. P., Student's Manual and Handbook for Dental Laboratory, Phila.
Harris, Chapin A., The Principles and Practice of Dental Surgery.
Delancy, A Week at Waterloo in 1815, pub. Putnam.
De La-Bruyere, Jean, Selections from the Characters Reflections and Maxims.
Furlong or Wellington Genealogy, anything.
Furlong, Atherton B., Echoes of Memory.
Grisebach, Flora of British West Indies.
Kingsley, At Last, Tauchnitz ed.
Kirby, W. F., Butterflies and Moths of Europe, 54 colored plates.
Machiavelli, The Prince.
Mason, At the Villa Rose, New York or London ed.
Meade, Old Churches, Ministers and Families of Virginia, 2 vols., pub. Lippincott.
New Lines in North America; Railroad Lines that crossed the Plains in 1865-1870.
Palmer, Life, Letters and Plays of Sir Geo. Ethirage, 1913, pub. Macmillan.
Prescott Memorial, Genealogical Memoir of Prescott Families in America.
Shepherd's Historical Atlas.
Siringo, Fifteen Years on the Hurricane Deck of a Spanish Cow Pony, or similar title.
Taft, L., History of American Sculpture, 1917 ed.
Thayer, Life of Cavour, 1st ed.
Two in Sicily.
Valentine's Manual, all prior to 1855 except 1852.
Harper's Book of Facts.

Eau Claire Book & Stationery Co., Eau Claire, Wis.

Conan Doyle, Complete Works, uniform binding.
World Book, 10 vols.

Wm. C. Edwards, 137 Clinton Ave., So., Rochester, N. Y.

Stanley, Backwoodsman.
Harris, Circuit Rider's Widow.

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Matthew, Henry, Commentary, good sets.
Harvard Classics, complete, cloth.

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Great Psychology of Crime, Florence Huntley.
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Club of One, Russell.
Work and Words of Jesus, Olmsted.
Arius the Libyan.
Attic Philosopher, Souvestre.
The Pillar of Fire, Seymour Dennis.
Color Problems, Vanderpool.
Color Harmony, Ward.
Abelard and Heloise, Elder ed.
Maid at Arms, Chambers.
Men and Manners of Old Florence.
Kajja Baba Ispahan, Morrier.
Works of James Buchanan, 12 vols., Lippincott.
Will to Power, 2 vols., Nietzche.
Ecco Homo, Nietzche.
Magnificent Adventure, Hough, 5 copies.
France from Sea to Sea.
Song Celestial.
Archko Volume, Mahan.
Bailey's Bird Book.
Frank Brangwyn and His Work, Shaw's, Sparrow, 2d ed. only.
Shopping Guide to Paris and London, Waxman.
Eighteen Nineties, Holbrook Johnson.
A Woman's Confessional, Woljeska.
Insect Stories, Kellogg.
The Refugee, Doyle.
Gardner and the Cook, Yates.
Prints and Drawings, Brangwyn.
History of South Hampton, Howell.

Electrical School, 39 W. 17th St., New York [Cash]

American Turf Register, odd vols.
Anything by John S. Skinner.
Any items on Horses, Turf, Breeding.

Geo. Engelke, 855 N. Clark St., Chicago

Tolstoi, L., Pathway to Life.
Field, Eng., Sharpes & Flats, vol. 2, 1907.
Allen, F. C., History of Enfield, vol. 1.

Geo. Fabyan, Riverbank Laboratories, Geneva, Ill., or Walter M. Hill, 22 E. Washington St., Chicago

Works on Ciphers, Obscure Writing, Symbols, Synthetic Elements, Cryptic Forms of Language, Cryptography, Ancient Symbolic Steganography, Signs, and other unusual characters in writing; also the art of deciphering.

Marshall Field & Co., Chicago

Buccaneers of America, Esquemeling.

H. W. Fisher & Co., 207 S. 13th St., Philadelphia

Book of Princeton Verse, 1904 or '05, ed. Fosdick.
Darkness and Dawn, G. A. England.
Through the Ages, Stanley, Waterloo.
Anything on Thomas Girtin and Peter de Windt.
The Bostonians, H. James, 1886.
Young Folk's History France, Yonge.
Londoners, Hichens.
Esther Waters, G. Moore, Brentano's.
Adventures of Gerard, A. C. Doyle.
Adventures of Miss Gregory, P. Gibbon.
Golden Bowl, H. James, Scribner.
Book Princeton Verse, 1904-'06, Fosdick.
Miss Sylvester, Bret Harte.

Forbes & Wallace, Springfield, Mass.

Portrait Photography, O. Walter Beck, pub. Baker & Taylor.

Foster Book & Cigar Co., 410 Washington Ave., St. Louis, Mo.

Anything on Cribbage.

Friedmans', 53 W. 47th St., New York

Mendoza, Life and Adventures of Lazarillo de Tormes, 2 vols.
Mark Twain, Hillcrest ed., vols. 15 and 16.
Barber's American Glassware.
Beauty's Day, Abbe de Favre.

Wm. F. Gable Co., Altoona, Pa.

Commemorative Address, Park Godwin, Harper, 2 copies.

Gammel's Book Store, Austin, Tex.

Interstate Commerce Decisions, 10 copies.

Gardenside Bookshop, 270 Boylston St., Boston

Slaughter, Memories Col. Joshua Frye, 1st ed.
Wister, The Virginian.

The J. K. Gill Co., 3rd & Alder St., Portland, Ore.

Jurgen, Cabell.

Gittman's Book Shop, 1225 Main St., Columbia, S. C.

Seiss, Gospel of the Stars.
Carpenter, Cause and Cure of Civilization.
Dostoyevsky, The Idiot.
Hines, Parliamentary Law.

Alfred F. Goldsmith, 42 Lexington Ave., New York

Whitman, Leaves of Grass, Washington, 1871.
Any books by or about Walt Whitman.
Maggie, Johnston.
Shadowings, Lafcadio Hearn.
Any books by Lafcadio Hearn.

Goodale's Book Store, 14 E. 7th St., Kansas City, Mo.

Bouvier's Handbook on Painting.
Edgar Saltus or Le Gallienne, anything.
Lederer Art Course, Independent Corporation.
Mosher Books, any, Bibelot, odd nos.

Goodspeed's Book Shop, Boston, Mass.

Andover, Mass., Hist. of, Abbot.
Asher, Benj., Anything by.
Audubon, Birds, 1858, vol. 2, or, Plate no. 94 of same.
Benson, Cat. of Etchings.

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Davitt, Michael, Fall of Feudalism in Ireland.
D'Este, Steam Engineers' Manual, 2nd ed.
Dexter, England and Holland of Pilgrims.
Faxon, Check List of Amer. & Eng. Periodicals.
Genesee Co., Mich., Hist. of, Wood.
Gregg, Commerce of the Prairie.
Hitchcock, E. A., Alchemy and Chemistry, N. Y., 1865, and other titles on same subject.
Isham & Brown, Rhode Island Houses.
Jefferson, Thomas, Works, ed. by Lipscomb, Lib. ed., Wash.
Lower Valley, Va., Hist. of, by Norris.
Lyons, Colonial Furniture.
McNeil, J. G. S., English Interference with Irish Industries.
Masters in Art, Jan., Mar., Apr., May, July, Aug., Sept., Nov., 1908; Jan., Feb., 1909; Aug., 1906.
Mount Desert, Hist. of, by Street.
Over the Tree Tops, Juvenile.
Perry, Japan, 3 v., with plate of bathing scene.
Robin, Abbe, Nouveau Voyage Dans l'Amerique, Phila., 1782.
Tarkington, Harlequin and Columbine, 1st ed.
Tazewell Co., Va., Hist. of, by Bickley.
Walker, Williston, Ten New England Leaders.
Genealogies, Mann Memorial.
Page Family in Va.
Pittman, Americans of Gentle Birth.
Starr gen.
Tracy Lineage by Mason.
White, by Scott.
D'Artagnan, Memoir of.
DeVinne, Hisct. of Printing.
Gordon, Clarence, Christmas at Under-Tor; Our Fresh and Salt Tutors; Two Lives in One; Boarding School Days; Old Boys Stories, 2 v., N. Y., 1864-73.
Rowe, Eleanor, Practical Wood Carving.
Southampton, N. Y., Book of Records, 1, 2, 3.
Bacon, Rambles Around Old Boston.
Bryce, South Africa.
Fenollosa, Art of Japan and China.
Reeds, Modern Eloquence, 15 vols.
Roosevelt, War of 1812, 1st edition.
Stockpoole, Crimson Azaleas; Cruise of the "Kingfisher"; Ship of Coral.

Edwin S. Gorham, 11 W. 45th St., New York

The Bundle of Myrrh by Neihardt.

Gotham Book Mart, 128 W. 45th St., New York

Chase, History of Dartmouth College and the Town of Hanover, pub. 1892.
Cabell, Cords of Vanity, 1st ed.

Grant's Book Shop, Inc., 127 Genesee St., Utica, N. Y.

Thomas, Bewitching Hour.

Benj. F. Gravely, Martinsville, Va.

Elizabeth Dejeans, The Tiger's Coat.
Nobody's Child and Other Works.
Copies of American Weekly Section of Sunday Edition New York American previous to 1919.

J. F. Green, 1309 Houston St., Fort Worth, Tex.

Vol. 2 and 6 of The Spectator of 8 Vol. set published MDCCXLVII, London, for J. and R. Tonson and S. Draper.
Vol. 5 The Province and the States by Weston Arthur Goodspeed, LL.B., green leather binding, Madison, Wis., 1904.

Priscilla Guthrie's Book Shop, 516 Wm. Penn Place, Pittsburgh, Pa.

Daughter of Anderson Crowe, McCutcheon.
Paxton Family, by W. M. Paxton, Platte City, Mo.
Petre's Autobiography and Life of George Tyrrell.

The Hampshire Bookshop, Inc., 192 Main St., Northampton, Mass.

Oman, England Since Waterloo, Putnam; new copy.

Hardy's Bookstore, 915 Broadway, Oakland, Cal.

Rosseau, Heloise.

The Harrison Company, 42-44 East Hunter St., Atlanta, Ga.

Freeman on Co-Tenancy and Partition, 2nd edn.

Walter M. Hill, 22 East Washington St., Chicago, Ill.

American Railway Engineering Assoc. Proceedings, vol. 7.
Andrews, Development of the Nominating Convention of Rhode Island.
Boston Pub. Lib. Cat. of Ticknor Library of Spanish and Portuguese Books.
Bouccicault's The Shaughraun.
Carter's The Theatre of Max Reinhardt, 1914.
Chatterton's Old East Indian Men, Lipp.
Cunningham's Thought and Reality in Hegel's System.
Curtin's Myths and Folk Tales of the Russians.
D'Annunzio's The Flame of Life.
Douglas, The Autobiography of Lord Alfred.
Hamilton's Works, 9 vols., Federal Edition.
Easby-Smith's Department of Justice.
Hamlin's Enjoyment of Architecture.
Harris's Oscar Wilde, 3rd edition.
Hergesheimer's Three Black Pennies, 1st ed.
Herndon's Lincoln, 3 vols., 1st ed.
Johnston's Pioneers in Tropical America.
Jones' American Music and Musicians.
Lee's Poetical Works (S. Adam), 2 vols.
Moore's Modern Painting, reprint.
Parson's Conventionality and Fear.
Piatt's Idylls and Lyrics of Ohio Valley.
Ray's History of Mechanics.
Sharp's Literary Geography, illustrated.
Shelley's Philosophical View of Reform.
Weir's Simon Kenton.
Who Lies.
The Military Historian and Economist.
The Field Artillery Journal, bound volumes.
Wallace's Kant, Blackwood.
Hegel's Phenomenology of Spirit.
Fragments of Porphyry, Julian, etc., trans. by T. Taylor.
Bridge's Inside History of the Carnegie Steel Co.
Bryan's The First Battle.
Buchanan's Labor Agitator.
Dacus's The Great Strike.
Fuller's Reminiscences of Garfield.
George's Life of Henry George.
Kokhtitzky's History of the Great Strike of 1886.
Logan's City's Danger and Defense.
Morse's Glimpses of China.
Powderly Thirty Years of Labor.
Royall's Virginia Debt Controversy.
Schaack's Anarchy and Anarchists.
Elliot's Five-foot Shelf of Books.
Woolman's Journal Essex Ed.
Milton's Aeropagitica.
Caracci, Guido, I dintorni de Firenze; guida storico-artistica. Firenze, (Galletti e Cocci.), 1891.
McFall, Wooings of Jezebel Pettifer.
Parson, Conventionality and Fear.
Treves, Cradle of the Deep.
The Thirsty Sword.
Chatterton, Old East Indian Men.
Herndon's Lincoln, first ed., 3 vols.

Hochschild, Kohn & Co., Inc., Baltimore, Md.

Innan's Oriental Mysticism.
Anderson's Mysticism.
Webster's American Encyclopedia, 1 vol.
Midsummer Night's Dream, Ben Greet edition.
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History of Dorchester County, Maryland, by Dr. Jones.
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History of Clan MacFarlane by Mrs. Cynthia M. Little.
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The Scarlet Rider by Bertha Runkle, reprint edn.
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Tschudi, Marie Antoinette.
Memoirs of D'Artagnan.

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The Ancient Regime, H. A. Taine.
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On the Witness Stand, Munsterburg.
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Underneath the Bough, Thompson.
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Pickett and His Men.
Recollections of a Busy Life, Greely.
Hittell's California, 4 vols.
Encyclopaedia Britannica, 11th ed., Lambskin, Large type.
Wealth of Nations, Adam Smith.
Lives of the Painters, Vasari.
Peacock Pie, Walter de la Mere.
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Clarissa Harlowe, Richardson.
Letters of Fitzgerald and Fanny Kemble.
Letters of Madame Sevigne.
Madame Cleves.
Ten O'Clock, Whistler.

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Bangor Hist. Magazine, vol. 1, nos. 2, 4, 9, 10; vol. 3, no. 1; vol. 4, no. 8; vol. 6, no. 10; and vol. 6 complete.
Bradford, A., Biog. Notices of Distinguished Men in N. E.
Erring But Noble.
Eden, Garden in Venice.
Finney, Systematic Theology.
Green Mt. Girl.
Holaind's Natural Law and Legal Practice.
Hoyt, E., Instantaneous Interest Tables.
Jekyll, Old West Surrey.
Little, Sketches in Little, Compton & Tiverton.
MacDonald, Govt. of Maine.
MacDonald's Hist. of France, vol. 3 only.
Matthews, Lute of Life.
Mattocks, Hist. of 26th Me. Regiment.
Pearce, Recollections of a Long and Busy Life.
Pyle, Life of Ellen Richards, by Her Husband.
Rice, Rocher Fendu.
Russell, Chas., Sedition; The Finished Mystery Book.
Stone, First Edition American Authors.
Taylor, Art of Cutting Metals.
Thomas, Hist. of Printing in America, vol. 1.
Town, Detail of Some Particular Service Performed in America, 1776, 1779, N. Y. 1835.
Williams, Redeemed Captive.
Woodhouse, Military Religious Orders, London, 1879.
World's Best Music, Philharmonic ed., 1907.

The H. R. Huntting Co., Springfield, Mass.

Hancock & Higashi, Complete Kano Jiu-Jitsui.
Expositors' Bible, 50 vols., Doran.
Parker, Joseph, People's Bible, 28 vols., Funk & Wagnalls.

Hyland's Old Book Store, 204-206 Fourth St., Portland, Ore.

Gems and Precious Stones of North America, G. F. Kunz.
Geographical Magazine, Feb., 1907.
An Open Verdict, Braddon.

Illinois Book Exchange, 202 S. Clark St., Chicago

Illinois Laws, 1819, 1821, 1823, and Private Laws, 1833, 1836, and Corporation Laws, 1838; also Pope's Compilations in 2 vols., 1815.
Indiana Laws: Spec. Acts., 2nd sess., 1817-18; Laws 6th sess., 1821-22; 7th sess., 1822-23; Spec. Acts 1823-24.
Local Laws 1837-38; 1840-41; 1845-46; 1848-49.
Hoffman, O., Reports of Land Cases, San Francisco, 1862.
Insurance Law Journal, vols. 29, 30, 31, 32, 33, 37, 52, 53, 54, 55, and Topical Index to 1st 20 vols.

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American Crim. Reports, vol. 12-15.

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Johnson's Bookstore, 391 Main St., Springfield, Mass.

Geneology of the Tifft Family.
The Hermit by Charles Clark Munn, published by Lothrop.
Six Kitchen Diaries, published by P. F. Volland Company, Chicago, Ill.

Jones Book Store, Inc., 619 South Hill St., Los Angeles, Cal.

Tom Moore, Burt Sayer.

Library, Kansas State Normal School, Emporia, Kan.

Crowninshield, F., Mural Painting, 1887.

Mitchell Kennerley, 489 Park Ave., New York

Gouverneur Morris, Yellow Men and Gold.

Kleinteich's Book Store, 1245 Fulton St., Brooklyn

Great Love Stories of the Theatre, Collins.
Old Love Stories Retold, Le Gallienne.
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R. R. Bowker, President and Treasurer; J. A. Holden, Secretary
Entered as second-class matter June 18, 1879, at the post office at New York, N. Y., under the Act of March 3, 1879. Subscription price, Zones 1-5, $6.00; Zones 6-8, $6.50; Foreign, $7.00.
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VOL. XCIX. NEW YORK, JANUARY 29, 1921 No. 5

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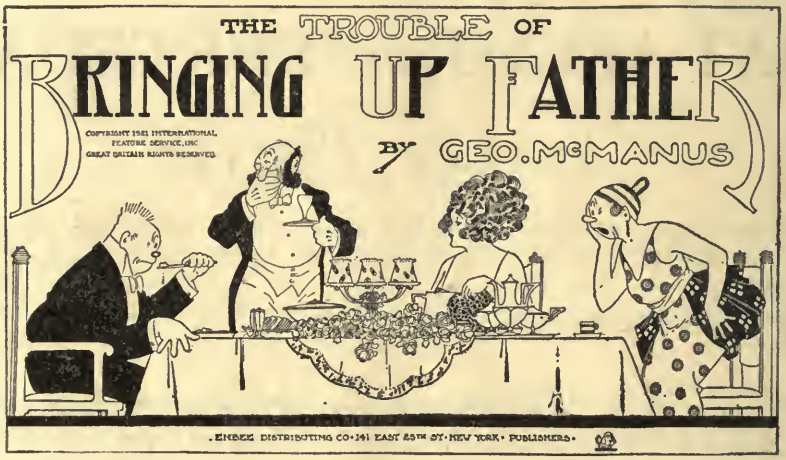

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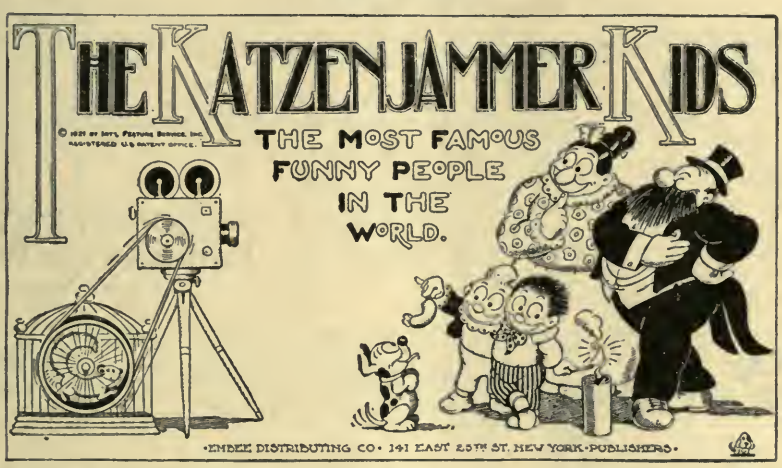

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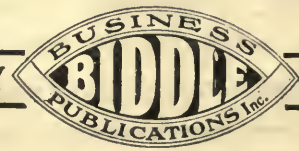
BUILD YOUR BUSINESS BY 

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The Publishers' Weekly
FOUNDED BY F. LEYPOLDT

January 29, 1921

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Prices Past and Present

PROBABLY the best feature of the book-trade in 1920 is that both publishers and retailers have emerged from a complicated and difficult year with increased confidence in themselves and in the possibilities for the growth of the business. The difficult problems of manufacture and production and the problem of promptly facing the new conditions, brought about by the sudden cessation of the war, has brought to the trade a consciousness of solidarity between producers and distributors that has not before existed.

During 1919 and well into 1920, there was a constant necessity on the part of publishers to put forward every effort in order to bring production up to the demands of the distributors, and to do this without needlessly accepting increased costs from printers and paper makers, increases that were turning up in every business that was under the pressure of increased production needs. In these conditions the question of price has been the most difficult and insistent during the past year. As was shown by the investigation made early in the fall, hundreds of books that would ordinarily have a good chance for continuous sale had been allowed to go out of print, because the publishers had felt that it would be difficult to obtain a sale at a price level that was made necessary by the increased cost. The larger publishers had anywhere from a hundred to five hundred titles out of print. These figures would serve as a direct answer to those who felt that publishers had put prices to a level that was a plain indication of profiteering. If such was the case, certainly publishers would not have allowed hundreds of good titles to go out of print. Just what the price increases had been in the last two years could not be accurately summarized, as the books vary in size and style from year to year, but estimates based on long lists of books have indicated that, old and new titles taken together, the average increase has been just about fifty per cent since the paper prices began to rise. A valuable sidelight on price levels is given by averaging the prices of the best selling fiction for the last four years. These lists as gathered by *Books of the Month* cover about forty titles.

Fiction	level	January,	1918.	$1.44
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"	"	"	1920,	1.60
"	"	"	1921,	1.95

This was a little less than forty per cent increase, and gives some support to the contention of those among the publishers who felt that the increases of 1919 were altogether too little to cover the costs that were so rapidly rising. While fiction was going from $1.44 to $1.60, paper had tripled in cost and printing practically doubled. A comparison in the field of juveniles has been made by comparing fifty popular titles of 1918 with a similar group in 1920. In the class of boys' and girls' stories the average of 1918 was $1.40, and in 1920, $1.60. In the field of illustrated books and new editions of the classics the level had changed from $2.10 to $2.60. No comparison can be completely accurate, but the general indication for these groups is probably in line with what has happened. A group of the last three years has shown considerable shifting in the character of the non-fiction sold, which makes comparisons difficult. In 1918 the best selling non-fiction was the war book at an average price of $1.50 to $2, and this class has now practically disappeared. A group of twenty popular volumes of biography in 1918 shows an average price per volume of $3.05; in 1919, $3.48; in 1920, $3.90. Poetry in that time has increased from an average of about $1.25 per volume to $1.60. Travel shows a smaller increase, from $3.30 to $3.80, tho this average, being obtained from only about twelve popular volumes in each year, cannot be taken as fully satisfactory.

With the settlement of the printers' negotiation on December 24th, price conditions have probably settled, and the public and book-trade can now more accurately estimate the prices of books for the year to come. The retailer, who has the actual contact with the public, is bound to have comments on price increases, but, as a large number of retailers handle other goods such as stationery or blank books, they have had increases to explain far larger than the changes in the printed book.

No one in the field of book distribution is so selfconscious as the publisher that any increase of price is a hindrance to sale, and the bookseller, librarian and public can rest assured that the best efforts of the publisher are put forward to hold books from any further advance.

The Year That Has Passed

AS trying as the year 1920 was to the publisher, owing to the dominant problem of increasing manufacturing costs, and to the retailer, owing to the question of purchasing at advancing prices, the year closed with no record of financial disaster to any publisher of prominence or to any dealer of importance. The summary of business statistics is happily brief, the statistics showing only nine failures in 1920 as against twelve in 1919.

Neither was the year productive of many new names in the list of publishers. Stoll & Edwards Company organized to start with 1921, Platt & Munk Company, Blaze Benziger & Company and Dorrance & Company, Philadelphia are among the few who, unafraid, launched their hopeful crafts, while Milton Bradley Company and A. W. Shaw Company wisely enlarged their lists of specialties for the regular retail trade.

On the other hand, an unusual number of new bookstores was started, with a very marked tendency to uncommon but pleasing cognomen. Thus we have now "The Haunted Bookshop" in Lincoln, Nebraska, "The Neighborhood Bookshop" and "The Holliday Bookshop," both in New York City, "Turkey Hill Bookshop" at Summit, New Jersey, "Orientalia" and "The Gotham Art and Book Mart," also in New York, "The Beacon Bookshop," naturally in Boston, "The Greenwood" in Wilmington, "Something Different Bookshop" in Atlantic City, "Ye Book Stalle," launched by J. W. Willcox-Follet Company, "The New Era Bookshop" and "The Walden Bookshop," the last three in Chicago. Doubleday, Page & Company added to their chain shops by establishing one in Kansas City by purchase of the old retail business of Bryant & Douglas Company, and a second in Toledo at LaSalle & Koch's. Among other newcomers in the field of retailing were Edward B. Mitchell in Hartford and R. E. Hartwick in Detroit. The most interesting venture of the year in selling was the famous "Caravan Bookshop," whose itinerary marks an unusual, not to say thrilling, chapter in the history of book distribution.

The year also further developed the possibilities of the "Book Fair." The event at Marshall Field & Company in Chicago last year was followed by others, in Indianapolis at L. S. Ayres & Company, in Des Moines, at Harris-Emery Company, and in Richmond, Virginia, at Miller & Rhoads; and it is to be hoped that in 1921 a Book Fair of metropolitan proportions will be successfully launched, as becomes its field, in the great city of New York.

The year recorded the death of John C. Winston of Philadelphia, Matthew Bender, James T. White of New York, and Samuel Gabriel of New York, among publishers, and W. Y. Foote of Syracuse, A. B. Fifield (of E. P. Judd Company), New Haven, Charles E. Lauriat of Boston, John J. Newbegin of San Francisco, and George D. Smith of New York, among booksellers. The roll of authors who have ferried the Styx, includes some famous names in literature: William Loring Andrews, Cyrus Townsend Brady, Rhoda Broughton, Marjorie Benton Cooke, Mrs. B. M. Croker, Louise Imogene Guiney, William Dean Howells, Dr. J. H. Hyslop, Edgerton Castle, Eleanor H. Porter, William Marion Reedy, Olive Schreiner, Mrs. Humphry Ward and C. N. Williamson.

No glance at the record of the book-trade in America for 1920 would be complete without mention of the coming into life and action of the National Association of Book Publishers. It assumed at its very start an importance that means much to the publisher and the bookseller now and will mean much in the years to come. Its activities already are as numerous as they are broad and sensible, and as constructive in their objective as needed in the new era of better books and better distribution upon which the trade has entered with so much enthusiasm.

"America Month"

NO section of the general plan for Year Round Bookselling could be better assured of being promptly connected with the public's general trend of interest than the linking of the name of "America Month" with February activity. It is always inevitable that the birthdays of the two great Americans should cause special interest in our history and readers, but there is an additional interest

this year, in that everyone is realizing that we owe it to our country to be better prepared to know what she has stood for in the past, in order that we may play our part better in the present. This is not solely an impulse to improve the citizenship of that other fellow, but the feeling that all of us need to reevaluate the blessings that come from being part of America.

The posters and fliers being sent out from the Campaign Headquarters will help dealers to put in displays that will be worth while, and there are dozens of ways in which the public can be drawn into the discussion and into a new interest in reading.

Book Sales

SPECIAL sales are an important feature of any sort of retailing, a prominent feature of book retailing. The appearance of the bargain signs loosens many purse strings; the resulting increase in sales totals helps many a retailer round a sharp corner or helps a publisher out of heavy and immobile investments.

What are the most characteristic forms these clearance sales take? Are all equally sound in their effect on business? The "publisher's remainder" is a common feature of the bargain sale. No publisher can be so supernaturally foresighted as to estimate exactly the size of all the editions he has to print. When the first couple of seasons are passed, the future demands can be estimated with fair accuracy and surplus stock jobbed out in lots of from 25 to 100 copies to cover bare manufacturing cost. The retailer who can supply an outlet for a quantity like this can offer his customers great bargains and yet make his customary margin of profit.

Another familiar feature of good bargain sales is the "special." Sets or valued single titles, remanufactured from plates that have already covered much of their cost and are so marketed in quantities that the retailer can offer the sets or volumes at very attractive rates while his supply from this source lasts. The plates from the era of subscription sets have supplied many good bargains in this field and such books as Tarbell's "Lincoln" or Brady's "Civil War Pictures" have reached wide new publics at remarkably low prices.

But whatever the retailer may purchase as special features for this sale, he always has to keep in mind the clearing up of his own stock as an annual or semi-annual necessity. The buyer with no overstock has not yet been found, and it is not always on the poor titles that his enthusiasm has run astray. Just what reductions will clear this overstock from the counters is for his merchant's instinct to judge. In but few instances can actual cost be obtained, fifty cent and dollar tables usually are covered with books of twice that value, and the merchants' satisfaction comes in releasing for new uses some locked-up capital and perhaps from having started a few more citizens into the book collecting habit.

Perhaps the only form of bargain book sale that leaves little satisfaction to the dealer or any ultimate advantage to the book-lover is the flat cut on all stock for a limited space of time, and this sort of sale is not usually indulged in unless the need of turning stock into cash is especially urgent. A twenty or twenty-five per cent reduction on all stock bring quick sales on the most staple stock and leaves the slower moving items on the shelves. Why should the book-lover please himself with Gay's Poems when Henley or Frost bear the same discount. The dealer usually takes down his discount sign to find that he ought to order in again much of the sold stock and must find other ways to start the sale of his overstock. An unsatisfactory fortnight for the bookseller and a cream-skimmed stock for the book-lover's subsequent browsings result from this sort of sale.

Drop in Magazine Advertising

AS the periodicals are the largest consumers of book paper, and their advertising pages govern very closely the total size of their issues, the reports of the January totals have been watched for by book publishers to see whether there was an indication of lessening pressure on the paper market at the turn of the year.

The figures given in *Printers' Ink* show that January advertising has fallen about 20% from the January figures of a year ago in fifty-five prominent magazines. This total is, however, over 40% more than the totals of either 1918 or 1919.

The amount of paper released by a 20% drop in magazine pages would, if made available in the weights needed for books, supply ample stock for the entire book market, and should certainly relieve some of the stringency on the supplies available.

The decrease affected all types of magazines with practically similar cuts.

January Advertising Records

	1918-19 average	1920	1921
22 General Magazines	234,000	404,245	298,332
11 Women's Magazines	185,000	338,765	290,043
11 Class Magazines	178,000	291,978	227,475
9 Weeklies (Dec. Issues)	456,000	704,264	591,197
Total Pages ...	1,053,000	1,739,252	1,407,047

Booksellers' League

THE January dinner of the Booksellers' League of New York was given at the famous Brevoort Hotel, in the Greenwich Village section, on Tuesday, January 18th. The return to the old Brevoort after several years' absence brought out an increased number of diners, more than one hundred being present. The president of the League, Ralph E. Wilson, staged the first act for C. C. Shoemaker of the Penn Publishing Co., who gave an intimate and an interesting story of the beginning of the "Betty Wales" books and how the series was hooked up with the "Betty Wales" dresses. His talk was illustrated by moving pictures used by the makers of the garments to train salespeople, showing the keen enterprise on the part of both publisher and maker in this most unusual conjunction.

Hector MacQuarrie, a New Zealander and author of "Tahiti Days," gave a highly amusing talk on the misconceptions of life in the South Sea Islands that emanate from some of the ill-informed travelers who have written of that remote spot. He told a number of good stories of mistakes he encountered in the vernacular of the two countries while touring the United States in propaganda work during the war. His plea for the unity of British and American interests was deeply touching and brought forth the heartiest applause. Royal Cortissoz, art critic of the New York *Tribune*, told of his adventures as a humble collector of books and paid a glowing tribute to several old time rare bookmen, among them S. G. Luyster and George J. Coombs, whom he had met and loved.

Altogether the evening will be remembered as one of the most interesting of the many good ones in recent years.

Holt Advertising Helps

THE Year Round Bookselling Campaign is going to be greatly helped if publishers will put into their copy suggestions that will bring to the public the general ideas and slogans. A good example of this is shown by the advertising copy of Holt & Company, as, for instance, a page in the February *Atlantic* commences *"Buy A Book A Week. February is 'America Month.' The books here listed should be read by all interested in America's glorious history."*

The Holt January advertisement began with *"Start the year right. Resolve to buy a book a week thruout the year 1921 and you will insure yourself against dull evenings and 'blue' Sundays."*

The more publishers will run the general slogans and carry them forward in their dealer helps, the more generally this idea will get to the public.

London Publisher Arrives

JONATHAN CAPE has registered at the Imperial Hotel in New York. This is his first visit to America since he has set up his own business of publishing at 11 Gower Street, London. Mr. Cape will be remembered as a former manager of Duckworth & Company. The New York trade will be glad to welcome another representative from London.

Educational Bill Amended

CONGRESSMAN TOWNER embodied an important revision in his famous Smith-Towner Bill before it was finally reported out of the House Committee on Education. This amendment provides specifically that in the state authorities alone shall rest all control of courses of study, plans and methods for carrying out the purposes and provisions of the Act. There had been the fear that the new Department of Education might become too omnipotent in directing educational affairs in the various sections. The Bill is being very strongly supported and seems likely to make favorable progress. Its plans would then become part of the general reorganization of executive departments, and the Bureau of Education would be transferred to the Department of Education, and many other boards, bureaus, etc., be put into related connection.

The Passing of Mulligan's

"MULLIGAN'S," one of the oldest bookstores in Newark, N. J., established more than forty years ago, has disposed of all stock, including books, stationery, and school supplies, to Hahne & Co.'s Department Store. The stock is now in process of removal, and Mulligan's is now but a memory. With the passing of this old established business, there remain but two bookshops, both in Department Stores, to supply the needs of a considerable local population and a large trade from the surrounding country.

Queer Fish

Of literary oddities,
I'm keenest on the "Coddities,"
  I mean the boneless books about Cape Cod;
For I have never read one
That was out and out a dead 'un,
  And some of them were very, very odd.

—KEITH PRESTON in the Chicago *Daily News*.

The One Hundred "Best Sellers" of the Last Quarter Century

By Irving Harlow Hart

THE publication of monthly lists of the "six best sellers" was begun by the *Bookman* with its first issue in January, 1895. These lists were based upon reports from individual booksellers in various parts of the country and were continued without a break until May, 1918. From May to October, 1918, no such lists were published in the *Bookman*. Since October, 1918, monthly reports of the relative popularity of books of fiction and non-fiction have been published by the new *Bookman*, based upon reports of books called for in public libraries in a number of the more important towns and cities in the United States.

Fortunately, the cessation of the publication of the *Bookman* lists did not leave the field of reports on "best sellers" entirely unoccupied, as *Books of the Month*, a trade journal published by the *Dial*, had already begun the publication of monthly lists of popular books. In January, 1920, this publication was taken over by the PUBLISHERS' WEEKLY and the lists have been continued by them to date.

Until November, 1897, no monthly summary of the *Bookman* lists was given. From November, 1897, to March, 1901, the "six best sellers" for each month were listed, the order of rank being apparently determined by counting the whole number of times each book was mentioned in the booksellers' lists without regard to relative rank within these lists. Beginning with April, 1901, and continuing until May, 1918, the monthly summary published was made by scoring each book reported in the booksellers' lists, 10 points for each first, 8 for second, 7 for third, 6 for fourth, 5 for fifth, and 4 for sixth.

Only once, in May, 1903, did the *Bookman* attempt a comprehensive summary of its tables. Here a complicated combination of different systems of comparison was adopted and the ultimate rank of books and authors determined by taking into consideration for each book the total number of points, the average number of points, the number of times quoted in the individual lists, the number of times quoted first, the percentage of firsts, and the relative ranks derived from each of these systems. In this way the twenty-five most popular books and the twenty-five most popular authors for the years 1895 to 1902 were selected. At various times in later years comparative tables were published showing the rank in popularity of books published within the previous year. Several times comparisons were made covering a period of years.

In all of these comparisons, the total point system was used either as the sole or as the chief standard of measurement. This system is altogether unsatisfactory and unreliable as a measure of comparative popularity from year to year, inasmuch as the number of individual booksellers' reports varies so largely from month to month. In the earlier years this variation is from 19 to 33; in later years from 35 to 51. A book which ranked first in the total number of points for a series of months in 1917 might, therefore, secure a grand total approximately one thousand points in excess of those which might be credited to a book ranking first for a similar length of time in 1895.

For example, Maclaren's "Beside the Bonnie Briar Bush" ranked first for seven successive months in 1895 with a total of 1117 points, an average of 159 points per month. Wells' "Mr. Brittling Sees It Through" ranked first for eight successive months in 1916-17 with a total of 2419 points, an average of 302 points per month. Manifestly, no comparison of the relative popularity of these two books may be made from such figures, derived as they are from radically differing bases.

While no mathematical system may be devised, probably which will serve to measure accurately so illusive an element as the popularity of a book, it would seem that a much simpler and more satisfactory standard may readily be adopted. This may be secured by calculating for each book each month the percentage which its total points are of the maximum possible number of points and then by totalling all of these percentages for all the months in which a book appears in the lists.

In April, 1899, reports were published from twenty-seven different booksellers. Had any one book ranked first in every list, its maximum number of possible points would have been 270. For the month, Westcott's "David Harum" was reported first in twenty-five of the lists and received a total of 265 points or 98.1 per cent of the maximum possibility. The total of all percentages for the twenty-five months in which "David Harum" appeared in the lists is 926.1.

However accurate or inaccurate the individual booksellers' lists may have been, the percentage system must be accepted without reservation as an exact standard of measurement of the relative popularity of books *as indicated in these lists* and as a means of giving due weight to every appearance of a book in any and all of the booksellers' lists.

By this standard the twenty-five most popular books from January, 1895, to April, 1918, are those given in the table below. For the purpose of comparison of standards, the total number of points credited to each of these books for this period is also given, with their ranking on this basis. It will be seen that the total point system gives undue preference to books published in later years.

The Twenty-Five Most Popular Books of Fiction from 1895 to 1918

Rank	Title of Book	Author	Number Months Quoted	Total Percentage	Total Points	Rank
1.	Quo Vadis	Sienkiewicz	21	972.2	2926	3
2.	David Harum	Westcott	25	926.1	2736	5
3.	Besides the Bonnie Briar Bush	Maclaren	21	753.3	1869	14
4.	Mr. Britling Sees It Through	Wells	19	733.8	3162	1
5.	The Rosary	Barclay	26	727.7	2767	4
6.	The Inside of the Cup	Churchill	18	694.0	3076	2
7.	Richard Carvel	Churchill	16	679.8	1960	10
8.	When Knighthood Was in Flower	Major	27	671.6	1974	9
9.	The Harvester	Porter, G. S.	22	605.4	2539	6
10.	The Crisis	Churchill	15	595.6	2077	7
11.	Mrs. Wiggs of the Cabbage Patch	Rice	26	538.7	2028	8
12.	To Have and To Hold	Johnston	14	517.4	1794	17
13.	The Virginian	Wister	19	515.9	1857	15
14.	The Choir Invisible	Allen	15	496.8	1454	29
15.	Alice of Old Vincennes	Thompson	15	477.4	1745	20
16.	The Lady of the Decoration	Little	26	477.1	1942	12
17.	When a Man's a Man	Wright	11	470.0	1953	11
18.	The Right of Way	Parker	14	456.5	1669	22
19.	Janice Meredith	Ford	12	455.8	1316	30
20.	The Winning of Barbara Worth	Wright	15	447.4	1777	19
21.	The Eyes of the World	Wright	10	434.2	1798	16
22.	Coniston	Churchill	10	420.1	1580	26
23.	Eben Holden	Bacheller	16	418.8	1523	25
24.	Pollyanna	Porter, E. H.	34	416.4	1782	18
25.	The Trail of the Lonesome Pine	Fox	14	414.9	1636	23

From the viewpoint of the mere statistician, the abandonment of the earlier plan of reporting individual booksellers' lists is unfortunate, as it necessitates the adoption of a somewhat less accurate standard of comparison in order to include the data covering the later months of the quarter-century period. The standard finally adopted by the compiler of these tables is a far simpler one than any of those previously mentioned and has at least the merit of a quasi-universality. It will continue to be applicable so long as lists of popular books are published. It involves consideration only of the six books ranked highest for each month and the adoption of a uniform system of crediting points to these books. The 10-8-7-6-5-4 point system has been accepted for this standard inasmuch as it was in use for the greater part of the period. It has been extended to include the lists previous to April, 1901, and subsequent to April, 1918. For the months since April, 1918, when the *Bookman* lists of "best sellers" were discontinued, the data used has been furnished thru the courtesy of the PUBLISHERS' WEEKLY.

Naturally, since the system of scoring used in the *Books of the Month* lists differs from that of the *Bookman*, the record for the year 1918 is somewhat lacking in unity. It is, however, much more nearly in accord with the old *Bookman* system than that based upon library reports and, hence, furnishes the most satisfactory available basis for the continuance of this compilation to the end of the quarter-century period.

One factor necessarily ignored in the adoption of the summary point system is that of the relative degree of popularity from month to month. A book may lead in a monthly summary by a very narrow or by a very large margin.

The six best sellers for April, 1898, were:

	Points.	Per cent.
1. Caleb West. Smith	167	57.5
2. Simon Dale. Hope	138	47.5
3. Shrewsbury. Weyman	80	27.5
4. Quo Vadis. Sienkiewicz	79	27.2
5. Hugh Wynne, Free Quaker. Mitchell	54	18.6
6. The Girl at Cobhurst's. Stockton	29	10.0
Maximum possible points	290	

For April, 1899, the six best sellers were:

	Points.	Per cent.
1. David Harum. Westcott	265	98.1
2. When Knighthood Was in Flower. Major	137	50.7
3. Mr. Dooley in Peace and War. Dunne	73	27.0
4. Aylwin. Watts-Dunton	56	20.7
5. Red Rock. Page	52	19.2
6. The Day's Work. Kipling	47	17.3
Maximum possible points	270	

In April, 1898, the difference in percentage between the first and the second book is 10.0, in April, 1899, the difference is 47.4. The difference in percentage between the first and the sixth book in April, 1898, is one-tenth of one per cent more than the difference between the percentage of the first and the second in April, 1899. The inadequacy of the summary point system is readily seen from this comparison.

If the number of individual reports from which the six leading books for each month is computed had been uniform from month to month, the total point system would be an accurate measure of relative popularity. Since this is not true, the percentage system is the only accurate measure. For reasons already set forth, this system may not continue to be used by the compiler without access to the individual reports from the various booksellers. Hence, recourse must be had to the summary point system.

By this system, the following are the one hundred most popular books of fiction in the twenty-five years from January 1895 to December 1919, arranged in order of relative rank. Too much weight should not be given to exact gradation or position in the list. However, the list may be accepted in the large as reasonably inclusive and satisfactory.

The Hundred Most Popular Books of Fiction from 1895 to 1920

Rank	Title	Author	Years	Months	Points
1	Quo Vadis	Sienkiewicz	1896-7-8	18	147
2	Beside the Bonnie Brier Bush	Maclaren	1895-6	14	125
3	The Rosary	Barclay	1910-11	13	109
4	David Harum	Westcott	1899-1900	13	107.5
5	Mr. Britling Sees It Thru	Wells	1916-7	11	103
6	The Harvester	Porter, G. S.	1911-2	13	97
7	When Knighthood was in Flower	Major	1899-1900	15	96.5
8	Mrs. Wiggs of the Cabbage Patch	Rice	1902-3	13	90
9	The Inside of the Cup	Churchill	1913-4	10	88
10	The Four Horsemen of the Apocalypse	Ibáñez	1919	10	85
11	The Lady of the Decoration	Little	1907-8	13	82.5
12	Richard Carvel	Churchill	1899-1900	10	78.5
13	The Virginian	Wister	1902-3	9	78
14	The Crisis	Churchill	1901-2	10	74.5
15	Alice of Old Vincennes	Thompson	1900-1	8	70
16	Dere Mable	Streeter	1918-9	9	70
17	The Winning of Barbara Worth	Wright	1911-2	8	69.5
18	The Choir Invisible	Allen	1897-8	10	69
19	To Have and To Hold	Johnston	1900	8	68
20	The Day's Work	Kipling	1898-9	8	65.5
21	Eyes of the World	Wright	1914-5	7	65
22	Eben Holden	Bacheller	1900-1	8	64
	The Little Shepherd of Kingdom Come	Fox	1903-4	8	64
24	The Right of Way	Parker	1901-2	7	63
25	When a Man's a Man	Wright	1916-7	7	61
26	Janice Meredith	Ford	1899-1900	7	58.5
27	Queed	Harrison	1911-2	10	58
	Michael O'Halloran	Porter, G. S.	1915-6	6	58
29	Seats of the Mighty	Parker	1896-7	8	57.5
30	Coniston	Churchill	1906	7	56
	Seventeen	Tarkington	1916	7	56
32	The Shuttle	Burnett	1907-8	7	55
33	The Turmoil	Tarkington	1915	6	54
34	Hugh Wynne	Mitchell	1897-8	8	53
	The Weavers	Parker	1907-8	7	53
	The Trail of the Lonesome Pine	Fox	1908-9	6	53
37	The Masquerader	Thurston	1904-5	6	52
38	The House of Mirth	Wharton	1905-6	6	51
	The Prodigal Judge	Kester	1911	6	51
40	Rebecca of Sunnybrook Farm	Wiggin	1903-4	7	50
	Laddie	Porter, G. S.	1913-4	7	50
	Just David	Porter, E.	1916	7	50
43	Pollyanna	Porter, E.	1913-4	9	49
44	The Amazing Interlude	Rinehart	1918	6	48
	A Daughter of the Land	Porter, G. S.	1918-9	7	48
46	Molly-Make-Believe	Abbott	1910-11	7	47
	Their Yesterdays	Wright	1912-3	5	47
	V. V.'s Eyes	Harrison	1913	6	47
49	Sentimental Tommy	Barrie	1896-7	6	46
49	Red Rock	Page	1898-9	9	46
	Sandy	Rice	1904	6	46
	Peter	Smith	1908-9	7	46

53	Mr. Crewe's Career	Churchill	1908	5	45
	The Major	Connor	1917-8	6	45
55	The Call of the Wild	London	1903-4	7	44
	The Garden of Allah	Hichens	1905	6	44
	The House of a Thousand Candles	Nicholson	1905-6	6	44
	The Broad Highway	Farnol	1911	6	44
	The Iron Woman	Deland	1911-2	6	44
	The Judgment House	Parker	1913	6	44
61	The Port of Missing Men	Nicholson	1907	5	43
	Katrine	Lane	1909	6	43
	The Street Called Straight	King, B.	1912	5	43
64	Soldiers of Fortune	Davis	1897	5	42
	T. Tembarom	Burnett	1913-4	6	42
66	Trilby	DuMaurier	1895	5	40.5
67	The Barrier	Beach	1908	5	40.5
	The Wild Olive	King, B.	1910	5	40
	The Dwelling Place of Light	Churchill	1917-8	5	40
	Christine	Cholmondelay	1917-8	6	40
71	Lady Rose's Daughter	Ward	1903	5	39.5
72	Greatheart	Dell	1918	5	39
73	The Mississippi Bubble	Hough	1901	5	39
	Gordon Keith	Page	1903-4	5	38
	In the Bishop's Carriage	Michelson	1904	6	38
	Lady Baltimore	Wister	1906	5	38
	The Doctor	Connor	1906-7	5	38
	The Inner Shrine	King, B.	1909	4	38
	A Modern Chronicle	Churchill	1910	5	38
80	A Far Country	Churchill	1915	5	37.5
81	Dorothy Vernon of Haddon Hall	Major	1902	5	37
	The Crossing	Churchill	1904	4	37
	The Brass Bowl	Vance	1906	5	37
84	Red Pottage	Cholmondeley	1900	5	36.5
85	The Deliverance	Glasgow	1904	4	36
	Beverley of Graustark	McCutcheon	1904	5	36
	The Fighting Chance	Chambers	1906	5	36
	Jane Cable	McCutcheon	1906-7	5	36
	The Fortunate Youth	Locke	1914	5	36
90	Tom Grogan	Smith	1896	4	35.5
	Kate Carnegie	Maclaren	1896-7	4	35.5
92	Caleb West	Smith	1898	4	35
	The Battle of the Strong	Parker	1898-9	5	35
	The Marriage of William Ashe	Ward	1905	5	35
	The Conquest of Canaan	Tarkington	1905-6	5	35
	Nedra	McCutcheon	1905-6	6	35
	The Heart of the Hills	Fox	1913	5	35
	Pollyanna Grows Up	Porter, E.	1915	6	35
	K.	Rinehart	1915	5	35
	The Desert of Wheat	Grey	1919	5	35

These one hundred books are the productions of fifty-nine authors. Sixty-two of the books were written by twenty-one authors. Authors having more than one book each to their credit are: Churchill 9, Parker 5, Wright 4, Porter, G. S. 4, Fox 3, King, B. 3, McCutcheon 3, Porter, E. H. 3, Smith 3, Tarkington 3, Burnett 2, Connor 2, Harrison 2, Major 2, Maclaren 2, Nicholson 2, Page 2, Rice 2, Rinehart 2, Ward 2, Wister 2.

Of the fifty-nine authors represented in the list forty-five are American; forty-three, from the United States and two, from Canada. Fourteen are foreign; twelve, British; one, a Pole and one, a Spaniard. Forty are men; and nineteen, women.

It is not the purpose of this article to enter the field of critical analysis of the list or to attempt to present conclusions drawn therefrom. The reader interested in such literary diversions may make his own analyses and draw his own conclusions. It is quite probable that no two such will agree.

Sir Philip Gibbs as Editor

SIR PHILIP GIBBS, whose name as a war correspondent, novelist and descriptive writer is a household word among millions of readers in English-speaking countries, has accepted the editorship of the *Review of Reviews*. His first number will appear on January 15th.

While retaining the general character of the *Review*, Sir Philip Gibbs has received promises of support from such old brilliant celebrities as Lord Robert Cecil, Augustine Birrell, Robert Bridges, G. K. Chesterton, Dean Inge, Sir Harry Johnston, Admiral Mark Kerr, Professor Gilbert Murray.

American Book Production, 1920

THE American book production statistics for 1920 based on the books recorded by the PUBLISHERS' WEEKLY during that year show a very slight decrease over the figures for 1919, a total of 8422 against 8594, or a loss of 172 in comparison with losses of 643 in 1919, 823 in 1918 and 385 in 1917. Pamphlets which are included in these figures showed a loss of 598 in contrast to the gains which have prevailed for several years (1919, 2853; 1918, 2376; 1917, 2051).

Books by American authors have lost, while books by foreign authors manufactured in this country show a slight increase, and importations have gained by 168 over last year's figures.

Eleven classes show gains of which the most marked are: Fiction, 250; Geography and Travel, 76, doubtless due to the removal of the war ban on travel; Juvenile Books, 66; Poetry and Drama, 58; and Biography, 49. There were slight gains in Games and Amusements, Fine Arts, General Literature, Philosophy and Technical Books.

So few books on Military and Naval Science were published in 1920 that they have been included with Technical Books. Agriculture (—117), Medicine and Hygiene (—111), Business (—91) and Sociology (—87) show the next heaviest losses.

	For 1920							For 1919*					
	New Publications			By Origin				New Publications		By Origin			
					English and Other Foreign Authors						English and Other Foreign Authors		
INTERNATIONAL CLASSIFICATION	New Books	New Editions	Pamphlets	American Authors	American Manuf.	Imported	Total	New Books	New Editions	American Authors	American Manuf.	Imported	Total
Philosophy	209	33	32	211	20	43	274	240	26	210	14	42	266
Religion	467	37	161	535	21	109	665	653	42	545	31	119	695
Sociology	353	43	363	679	25	55	759	805	41	746	35	65	846
Law	70	39	57	157	2	7	166	71	9	72	1	7	80
Education	101	10	123	203	11	20	234	235	9	231	3	10	244
Philology	141	54	49	121	72	51	244	213	37	137	53	60	250
Science	182	49	281	448	8	56	512	534	52	543	6	37	586
Technical Books	259	93	183	471	5	59	535	418	89	474	2	31	507
Medicine, Hygiene	132	75	83	258	2	30	290	331	70	344	9	48	401
Agriculture	49	18	223	279	0	11	290	382	25	395	6	6	407
Domestic Economy	22	6	21	46	0	3	49	84	14	95	1	2	98
Business	144	24	78	238	1	7	246	298	39	324	1	12	337
Fine Arts	94	6	30	88	3	39	130	85	13	69	2	27	98
Music	44	5	23	64	2	6	72	59	4	55	4	4	63
Games, Amusements	50	10	52	98	2	12	112	58	0	60	0	4	64
General Literature	248	53	50	263	30	58	351	302	37	262	32	45	339
Poetry and Drama	409	44	105	437	63	58	558	445	55	391	59	50	500
Fiction	778	345	31	861	232	61	1154	671	233	661	208	35	904
Juvenile Books	410	67	22	422	31	46	499	394	39	383	22	28	433
History	503	36	172	542	36	133	711	750	62	625	97	90	812
Geography, Travel	144	22	56	168	17	37	222	137	9	118	6	22	146
Biography, Genealogy	271	14	29	213	32	69	814	246	19	199	14	52	265
General Works, Miscel.	21	3	11	29	0	6	35	40	9	40	1	8	49
Total	5101	1086	2235	6831	615	976	8422	7625	969	7179	607	808	8594

*These figures include pamphlets of which 2853 were recorded in 1919.

Classified Analysis of Books Published During 1920 in Great Britain

THE Publishers' Circular and Booksellers' Record records a total of 11,0004 books as having been published in the United Kingdom during the year 1920. This is an increase of 2,382 compared with the total for 1919, and brings British publishing (so far as the number of items is concerned) almost back to the pre-war level. In view of the enormously increased production costs this phenomenal recovery must be considered very satisfactory.

Classes of Literature.	New Books			New Editions	Totals for 1920	Totals for 1919
	New Books	Translations	Pamphlets			
Philosophy	227	6	12	31	276	229
Religion	548	25	29	77	679	766
Sociology	578	9	222	61	870	824
Law	209	4	74	76	363	261
Education	164	—	72	17	253	259
Military and Naval	198	2	62	7	269	216
Philology	176	—	3	26	205	182
Science	399	12	92	94	597	434
Technology	428	9	128	155	720	686
Medicine, Public Health, etc.	265	4	54	123	446	367
Agriculture, Gardening	146	—	39	33	218	228
Domestic Arts	57	—	3	13	73	47
Business	102	1	16	19	138	139
Fine Arts	156	2	10	16	184	127
Music (Works about)	59	—	—	6	65	29
Games, Sports, etc.	118	2	8	33	161	96
Literature	288	11	15	52	366	281
Poetry and Drama	393	43	47	80	563	495
Fiction	985	53	15	1,051	2,104	1,217
Juvenile	608	5	9	148	770	564
History	427	11	43	44	525	422
Description and Travel	330	2	58	46	436	211
Geography	92	—	51	25	168	126
Biography	327	13	1	33	374	295
General Works	181	—	—	—	181	121
Totals	7,461	214	1,063			
		8,738		2,266	11,004	8,622
Totals for 1919		7,327		1,295	8,622	

Analytical Table Showing Books Published Each Month During 1920

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sep.	Oct.	Nov.	Dec.	Totals 1920	Totals 1919
New	472	571	682	360	555	781	587	436	667	849	889	612	7,461	5,932
Translations	11	16	12	14	21	21	17	12	27	28	28	7	214	209
Pamphlets	100	103	97	82	71	98	103	125	69	51	68	96	1,063	1,186
Total New Books	583	690	791	456	647	900	707	573	763	928	985	715	8,738	7,327
New Editions	116	179	248	98	186	234	242	170	180	220	251	142	2,266	1,295
Totals	**699**	**869**	**1,039**	**554**	**833**	**1,134**	**949**	**743**	**943**	**1,148**	**1,236**	**857**	11,004	8,622
Total for 1919	673	607	643	648	609	586	714	589	716	975	995	867	8,622	

Further, it will be seen from the table that the greater part of the increase has taken place on "new books," which have risen by 1,529. "New editions" have increased by 971.

An examination of the table will reveal the classes of literature chiefly responsible for the increase. The rise in Fiction (+887) is exceptionally large, tho it may be viewed with apprehension by some. These may glean some comfort from the increases in Description and Travel (+225), Juvenile (+206), Science (+163), History (+103), and Law (+102), as well as from the smaller increases in practically all other classes. Religion, on the other hand, has suffered an unaccountable relapse (—87), and there are very small decreases in Education and Agriculture.

The classified totals furnish a rough indication of the attention bestowed by the public upon the various classes of literature, and it is interesting to compare the order in which these appear this year and in 1914:

1914	1920
(1) Fiction	(1) Fiction
(2) Religion	(2) Sociology
(3) Science	(3) Juvenile
(4) Sociology	(4) Technology
(5) Technology	(5) Religion
(6) Poetry	(6) Science
(7) Juvenile	(7) Poetry
(8) Description	(8) History
(9) Literature	(9) Medicine
(10) History	(10) Description
(10) Medicine	(11) Biography
(11) Biography	(12) Literature
(12) Military and Naval	

The following totals for the last ten years are also of considerable interest:

Year.	New books.	New editions.	Total.
1911	8,530	2,384	10,914
1912	9,197	2,870	12,067
1913	9,541	2,838	12,379
1914	8,863	2,674	11,537
1915	8,499	2,166	10,665
1916	7,537	1,612	9,149
1917	6,606	1,525	8,131
1918	6,750	966	7,716
1919	7,327	1,295	8,622
1920	8,738	2,266	11,004

The monthly table shows three well-marked periods of activity. The old spring publishing season came back to its own, but divided into two periods, with March and June as their respective centers. The autumn season is becoming still more prominent, as was noted last year.

In the appended analytical tables, it should be noted that "Education" includes only books about educational theory and practice, and not text-books on special subjects which are classed under their subjects; and that all publications of 48 pages or less are counted as "pamphlets." It would be possible to swell the totals to an enormous extent by counting all kinds of printed matter (such as ephemeral pamphlets and leaflets, local government publications, musical texts, etc.), but the purpose of this table is to represent the book publishing activity of Great Britain. This should be noted in comparing the figures with those of other countries, in some of which single copies of newspapers are counted separately. In these tables each complete publication is counted as one, whether it is in one or more volumes. Serials that appear later as a collected volume are counted as an ordinary book on the appearance of that volume; so that, for example, the series of "Statutory Rules and Orders" issued by the Government, and amounting to hundreds in the year, are counted as one item on the appearance of the annual collected volume.

Dramatists Protest

THE Actors' Equity Association has recently proposed to put in operation a closed shop in the theatrical field for what it deems a necessary protection of the actors' interest. The dramatists, acting thru the Dramatists' Guild of the Authors' League of America, see in this action a very unfortunate situation from their point of view, and they have registered a strong protest. They believe that it would work to the disadvantage of good playwriting in America, because no play could be produced unless cast from the members of the Actors' Equity Association. This would make the writer always conscious of the need of getting the views of the Actors' Council, which would not be likely to breed independent thought and construction.

They believe it would also place too much power in that large section of the Actors' Association membership which never appears in metropolitan theaters, a power not commensurate with the true value of the theater. They believe that the interests and rights of the dramatists in the American theater are fully equal to those of the actor or manager, and they propose to use organized power to fight any such action as is suggested by the actors.

Loot Restored

SIX years after her soldiers sacked Belgium, Germany has begun to restore the loot taken from the library of Louvain. This reparation was under the reparation clause of the Treaty of Versailles. One carload of treasures has been returned, and a carload a month is to be returned until the library has been rehabilitated. Of course, many of the library's priceless treasures are gone forever.

International Statistics of Book and Periodical Production

Condensed from data compiled by Le Droit D'Auteur

THE book production statistics for 1919, says *Le Droit D'Auteur,* in its annual international review, Dec. 15, 1920, at a superficial glance, do not appear too depressing. In six countries there was a revival of publishing activity, especially noticeable is Germany, France, and Great Britain. The decrease in the United States seems due to the belated effects of the war, and that in Switzerland, to a temporary condition.

Appearances, however, are rather deceitful. In all the countries, new editions and impressions have increased while new publications have moved slowly. Pamphlets, the signs of troublous times, have increased. Writers have not been lacking in initiative, and publishers have not hesitated to follow them. But have they not been too confident?

A reaction is underway. The difficulty is not so much a question of the creation of books as of their sale. And this crisis, in book affairs due to the increase in price which has gone hand in hand with inferiority and difficulties of exportation, will soon check both the sale and the production of books. May we prove poor prophets!

[*Le Droit D'Auteur* quotes the latest available figures, generally for 1919. Statistics for 1920 for the United States and Great Britain are quoted elsewhere in this issue.]

DENMARK

BOOK PRODUCTION

The following statistics supplied by Ove Tryde, bookseller and publisher of Copenhagen, are compiled by the Royal Danish Library and based on the legal registry; these figures are for the periods between April 1 and March 31:

	1917-18	1918-19	1919-20
Theology	402	361	354
Law	40	46	45
Medicine	110	121	108
Philosophy	76	84	98
Pedagogy	148	163	167
Politics	31	62	71
Fine Arts	89	116	107
Natural Science	270	275	273
Technology	174	247	237
Architecture, Military Engineering	68	47	—
History and Foreign Geography	285	277	177
History and Domestic Geography	796	934	991
Memoirs	200	204	187
Linguistics, Philology	94	144	150
History of Literature	61	73	68
Belles-lettres	843	1125	1438
Sports	—	26	15
Total	3687	4305	4486

The figures for the past decade are:

1910-11	3305	1915-16	3931
1911-12	3633	1916-17	3948
1912-13	3532	1917-18	3687
1913-14	3635	1918-19	4305
1914-15	3735	1919-20	4486

Translations which are included in Belles-lettres have increased greatly in the last two years. In 1919 they passed the former figures (1914, 445; 1915, 143; 1916, 172; 1917, 199; 1918, 358; 1919, 450). The greater number were from English (1914, 283; 1915, 84; 1916, 106; 1917, 108; 1918, 201; 1919, 298); next from German (42, 24, 27, 27, 47, 53); then from French (26, 16, 27, 43, 46, 44); and lastly from Swedish (12, 10, 9, 21, 35, 31).

PERIODICAL PRODUCTION

The statistics for the periodical press classified similarly to those of the book production follow:

	1918-19	1919-20
Theology	351	345
Law	26	24
Medicine	28	31
Philosophy	7	10
Pedagogy	27	30
Politics	93	92
Fine Arts	65	66
Natural Science	33	35
Technology	261	275
Architecture, Military Engineering	21	—
History, Foreign Geography	7	9
History, Danish and Scandinavian Geography	368	404
Memoirs	7	6
Linguistics	3	3
History of Literature	36	27
Music	—	—
Fine Arts	2	4
Miscellaneous	222	235
Total	1557	1596

FRANCE

BOOK PRODUCTION

The following statistics of the French book production from the *Bibliographie de la France* are based on legal deposits:

Year	Publications	Music	Engravings
1910	12,615	5,767	534
1911	11,652	4,848	504
1912	11,560	5,499	447
1913	11,460	6,556	384
1914	8,968	4,813	370
1915	4,274	1,371	553
1916	5,062	1,601	388
1917	5,054	1,532	267
1918	4,484	1,235	146
1919	5,361	1,661	142

The figures for 1919 increased by 1299 over 1918: books by 877, music by 426, while engravings remained the same.

The detailed statistical table from the *Bibliographie de la France* for 1919 shows an increase of 887 titles over that of 1918. Totals for the past decade from the same source are seen in the table below. [Serials or books published in parts, almanacs, and separate volumes of the same work are not counted separately.]

Year	Publications	Year	Publications
1910	11,266	1915	3,897
1911	10,396	1916	4,786
1912	9,645	1917	4,802
1913	10,758	1918	4,284
1914	8,511	1919	5,171

In classes the production was as follows:

	1918	1919
Sociology and economics	1,002	1,233
Education	458	535
Religion	389	410
Historical sciences	808	988
Geography and travel	41	56
Science	137	154
Medicine	220	321
Fine Arts	79	94
Literature	940	1,154
Books in foreign languages	210	226
Total	4,284	5,171

War books included in 1919 under the heading of History numbered 137 (1918, 207). There were increases in all classes. Among the books in foreign languages, which increased by 16, those in English were most numerous and even went ahead of before-the-war figures (1913, 34, then 23, 21, 14, 16, 63 and 90). Spanish books which have decreased come next (134, 127, 28, 25, 45, 30, 28); then books in Malagash (28), in Annamese (16 fewer than last year) and in German (12).

GERMANY

BOOK PRODUCTION

Book production which began to decrease the first year of the war and reached its lowest in 1918, 14,743 books against 35,078 in 1913, showed a considerable increase in 1919, 26,194 publications in the German language. The figures for the past decade follow:

1910:	31,281	1915:	23,558
1911:	32,998	1916:	22,020
1912:	34,801	1917:	14,910
1913:	35,078	1918:	14,743
1914:	29,308	1919:	26,194

The figures for 1919 in the classified table which follows are from the semi-annual lists of the *Börsenblatt*. With the exception of Military science, which has a loss of only one, all classes show gains, one of 100% (Science of law) and in one case of nearly 300% (Geography, maps). Science of law gained 2233; Belles-lettres, 1380; Education, 1129; Business, 967; Geography, 576; Miscellaneous, 557; Natural science, 484; Bibliography, 484; Theology, 480; Juveniles, 465; Medicine, 463; Fine arts, 424; Domestic economy, 402; Architecture, 382; Philology, 321; History, 257; Philosophy, 249; Writings of student societies, 125:

	1918	1919
General bibliography, Library economy, University questions, Encyclopedias, Writings of learned societies	97	580
Theology	1,367	1,847
Science of law and politics, Statistics	2,088	4,321
Medicine, Veterinary science	609	1,072
Natural science, Mathematics	654	1,138
Philosophy, Theosophy, Occult, Freemasonary, Spiritualism	405	654
Education	1,485	2,614
Philology	733	1,054
History, Biography	709	966
Geography, Maps	205	781
Military Science	312	311
Commerce, Communication, Manufactures	532	1,499
Architecture, Engineering, Mining	349	731
Domestic economy, agriculture, forestry	385	787
Belles-lettres	3,071	5,051
Juveniles	551	1,016
Fine arts, Music, Theater	409	833
Student societies, Sports	36	161
Directories, Annuals, Almanacs	525	—
Miscellaneous	221	778
Total	14,743	26,194

The total is made up as follows: new books, 15,876 (1917: 11,639; 1918: 10,417) new editions, 6432 (1917: 3271; 1918: 4326) and 3886 periodicals. What periodicals are included is not known. The figure is too small to include all and too large to be applied only to new periodicals. Here is an example of the inflation of figures. The proportion of new editions to new publications is very large and cannot be explained as last year by the depletion of stock. These 15,876 new editions show great publishing activity not reconcilable with the complaints of hard times. It is possible, however, that these works are published at an absolute loss. This apparently contradictory phenomenon cannot be interpreted for a number of years. The fact remains that 16,000 new publications in a year is the largest figure that any country has contributed to the world's literary production.

BIBLIOGRAPHY OF DISSERTATIONS

The current bibliography of dissertations and academic writings is taken as usual from the monthly *Bibliographischer Monatsbericht*, published by the firm of Gustave Fock at Leipzig:

	1918-19	1919-20
Classical philology and archeology	63	62
Modern philology, Modern languages and literature	90	128
Oriental languages, Comparative linguistics	35	29
Theology	45	23
Philosophy, Psychology	26	71
Pedagogy	5	22
History and auxiliary sciences	12	104
Geography, Travel, Anthropology Ethnography	6	16
Law, Economics	272	915
Medicine	524	1749
Natural sciences: Zoology, Botany, Geology, Mineralogy	129	180
Exact sciences: Mathematics, Physics, Astronomy, Meteorology	129	180
Chemistry	66	199
Technical and Commercial sciences	44	89
Agriculture, Forestry, Animal husbandry	8	15
Decorative Arts	10	42
Music	5	7
Miscellaneous, Library economy	4	8
Total	1412	3766

Except in three classes the above table reveals increases especially noticeable in medicine (+1225) and law and political science (+643). Last year the greatest losses were in just these classes. We attributed this to the fact that 1918 being the year of great battles the presence of medical students was indispensable in ambulances and hospitals and lawyers and students of political

science were in the army. This supposition has been verified, for just as soon as they were demobilized students, in spite of the enormous increase in printing which keeps many theses still in manuscript form, presented their dissertations, in reduced numbers, to be sure, and the total of 1412 for 1918 rose to 3766 for 1919, an increase of more than 150%.

PERIODICAL PRODUCTION

The number of periodical accessions to the National Library is still unknown. During the war 140 periodicals were discontinued, and in 1919, 32 others. [*Le Droit D'Auteur* comments that this decrease is not altogether a misfortune as much effort was wasted thru lack of co-operation in periodical as well as book publication.] The total figures for periodical publication for 1919 are not available. A work by Gérard Muser, "Statische Untersuchung über die Zeitungen Deutschlands, 1885 bis 1914," gives the latest statistics.

GERMAN BOOK-TRADE STATISTICS

In spite of hard times, according to the official directory of the German book-trade, *Adressbuch des Deutschen Buchhandels,* the number of firms increased in 1919 (12,475 against 12,240 in 1918, or 235 more). Of these 3262 (3230) were publishing firms and 7426 (7272) were general booksellers.

HOLLAND

As in former years *Le Droit d' Auteur* has counted the publications listed in the first part of the annual catalog of A. W. Sijthoff at Leyden, *Brinkman's Alphabetische van Boeken, Landkaarten, etc.,* the bibliographical authority of Holland.

	1918	1919
General work (reviews, collections, dictionaries	66	66
Protestant theology, History, Ecclesiastical law	118	113
Books on Protestantism, Religious teaching, Philanthropy	190	198
Roman Catholic theology, Ecclesiastical law	120	105
Law, Legislation	201	231
Political Science, Statistics	270	255
Commerce, Navigation, Industry, Trades, Domestic economy	269	259
History, Archeology, Heraldry, Biography	88	80
Geography, Ethnography	108	105
Medicine, Hygiene, Veterinary science	143	113
Natural science, Chemistry	107	124
Agriculture, Stockbreeding, Horticulture	83	63
Mathematics, Cosmography, Astronomy, Meteorology	73	96
Architecture, Hydraulics, Mechanics	128	113
Military science	33	27
Fine arts	217	141
Philosophy, Free masonry	54	68
Education	118	136
Manuals for elementary education	194	183
Linguistics, Literature, Bibligraphy	29	33
Oriental and Ancient languages and literature	38	33
Modern languages and literature	232	264
Poetry	43	38
Fiction, novelettes, reviews and annuals	320	376
Drama, Stage	89	124
Juveniles	224	303
Popular books, Sports, Miscellaneous	72	80
Books on the World War	54	19
Total	3681	3746

The increase for the year is 65. The book production has not varied greatly from 1909 to 1918 except in 1914 when there was the depression caused by the war and in 1917 when it attained the highest figure. The table below gives the figures for the past ten years:

Year	Publications	Year	Publications
1910	3777	1915	3701
1911	3673	1916	3762
1912	3799	1917	3951
1913	3831	1918	3681
1914	3453	1919	3746

[After commenting on the gains and losses in the different classes *Le Droit d' Auteur* points out that the statistics of Holland are the most uniform of all, the changes from one year to another forming a series of simple undulations.]

ITALY

Le Droit d' Auteur presents no Italian book production statistics for 1919, but gives the following figures for periodicals taken from the *Giornale della Libreria* of November 8, 1920:

Daily political papers	137
Political papers not dailies	656
Religion	866
Political economy, Finance, Administration	457
Business	217
Science, Literature	212
Political science	198
Domestic economy	162
Agriculture	156
Medicine, Hygiene	145
Jurisprudence	120
Technology, Mechanics, Public works	105
Education	94
Physical and natural science, Mathematics	79
History, Geography	79
Wit, Humor	55
Bibliography, Universities	45
Fine arts, music	45
Fashion	23
Philology	20
Philosophy	8
Total	3879

The enormous increase in religious periodicals, even greater than that of political papers, and the diminishing number of educational papers are the most noticeable features of the periodical output.

LUXEMBURG

The book production statistics for Luxemburg given below are furnished by Tony Kellen, of Hohenheim near Stuttgart and based upon figures from the monthly review, *Oms Hemecht* (*Our Country*) published at Luxemburg.

	1918	1919
Trade books and pamphlets	76	55
Reprints from papers and magazines	20	22
Government and society publications	42	48
Books by Luxemburg authors and books about Luxemburg issued in foreign countries	8	10
Privately printed books	3	2

There are almost no trade books, says Mr. Kellen; the greater part of the 55 items being small plays and books for students. Periodi-

cals, with the enormous increase in the cost of printing, are diminishing in size. Six new ones have been issued, however, 3 in German, 1 in French, 8 in Franco-German and 1 in English.

PORTUGUAL

E. Navarro Salvador, publicist and statistician of Madrid, furnishes the official statistics for Portugal as well as for Spain. The works deposited at the National Library of Lisbon numbered 1044 classified as follows:

Books	425
Pamphlets	607
Musical Works	3
Prints	5
Drawings	—
Maps	4

It is hoped that the book statistics for Portugal now available for the first time, will be kept with greater detail for future comparative deductions.

SPAIN

BOOK PRODUCTION

E. Navarro Salvador, supplies the data for the following statistical tables. The figures in the first two columns are from the *Bibliografia Espanola,* the official organ of the Spanish book-trade, and represent actual trade books exclusive of pamphlets, reports, dissertations, official and gratuitous publications; those in the next columns are obtained from deposits required of printers for every work turned out from their establishments:

	Trade Books.		Publications deposited by Printers.			
Year	Books	Music	Books	Pamphlets	Prints	Maps
1910	2507	78	3438	3557	60	32
1911	2876	185	3232	4051	41	19
1912	2618	125	4810	4007	36	9
1913	2237	226	3652	3025	54	14
1914	1591	114	3995	4019	45	17
1915	1585	—	4832	4131	50	29
1916	1385	61	4176	5312	54	43
1917	1446	167	4820	6019	26	41
1918	1219	82	3620	4021	25	11
1919	1305	99	3753	4024	10	12

The 1404 works indicated in the first column cannot be classified by subject matter for lack of the publication of the general index of the *Bibliografia Espanola.* The following table from the copyright registrations of 1919 is, however, available:

Books	2120
Pamphlets	610
Music	175
Prints	30
Drawings	17
Maps	12
Total	2964

These figures compared with those of 1916 (1477 deposits) show a considerable increase. They are far from including the complete production; almost two-thirds (61%) of this total of 2964 deposits come from Madrid with its central university, while Barcelona another intellectual and publishing center is represented by only 21%; Valencia contributes only 3%; Seville 2% and Saragossa and Bilbao 1%.

E. Navarro Salvador also offers another source of bibliographical information in the *Bibliografia,* published in Barcelona. The figures obtained from this review are for 16 months, including 1919 and the first four months of 1920:

Bibliography, Encyclopedias, Catalogs	16
Philosophy, Religion	133
Instruction, Education, Books for Students	81
Political and social sciences	167
Law	123
Philology, Linguistics	36
Exact sciences	94
Medicine	90
Agricultural sciences	28
Technology	72
Fine arts	38
Belles letters: Poetry	105
Fiction	521
Drama	162
Miscellaneous	148
Criticism, History of literature	49
Geography, History, World War	13
Total	2023

To this should be added 103 musical works. These statistics include also books in the Spanish languages published in other countries.

IMPORTATIONS AND EXPORTATIONS

Mr. Salvador also furnishes the following figures for imports and exports of Spanish books. The figures indicate the weight in kilograms:

IMPORTATION

Year	Books in Spanish	Books in Other languages	Prints, Maps, Drawings, Photographs
1910	157,744	206,479	199,449
1911	176,557	232,109	208,525
1912	188,975	249,750	206,556
1913	222,756	279,649	215,681
1914	164,970	229,861	145,905
1915	128,301	185680	87,798
1916	125,622	222,949	103,865
1917	128,876	248,552	104,656
1918	129,801	160,538	80,485
1919	91,551	138,172	90,131

EXPORTATION

Year	Books and Leaflets	Prints
1910	1,982,729	31,246
1911	1,804,525	24,516
1912	2,074,751	18,665
1913	2,814,928	12,231
1914	1,814,409	13,209
1915	1,438,021	12,209
1916	1,498,184	18,614
1917	1,650,162	3,814
1918	1,467,299	1,318
1919	1,920,254	3,213

The two tables which follow classify imports of books into Spain according to the countries participating:

BOOKS IN SPANISH

	Kilos 1918	kilos 1919
France	40,236	34,918
United States	41,236	26,586
England	32,629	20,442
Italy	3,325	1,440
Switzerland	11,536	2,646

BOOKS IN OTHER LANGUAGES

	Kilos 1918	Kilos 1919
France	112,997	76,957
United States	12,987	28,364
England	14,398	13,896
Italy	11,447	6,039
Switzerland	7,679	4,351

Exportation of Spanish books has been chiefly with Argentina 1917: 667,173 kg.; 1918: 662,967 kg.; 1919: 884,630 kg.; with Cuba 1917: 267,869 kg.; 1918: 269,070 kg.; 1919: 277,559 kg.; Mexico 1917: 112,797 kg.; 1918: 78,085 kg.; 1919: 221,041 kg.; and with Venezuela, Panama, Uruguay, Morocco, the United States, the Philippines and Porto Rico.

SWITZERLAND

The statistics of book production for Switzerland are again obtained from the report presented by the Swiss National Library. The works published abroad by Swiss authors including some by foreigners on Switzerland numbered 1916: 271; 1917: 224; 1918: 156; 1919: 215. Swiss book production, on the other hand, declined after the increases of 1917 and 1918 (1916: 1583; 1917: 1720; 1918: 1764; 1919: 1626 not including publications outside of the trade such as reports and official documents).

The classified table follows:

BOOKS PUBLISHED IN SWITZERLAND

	1918	1919
Theology, Ecclesiastical matters, Religious instruction	126	86
Law, Sociology, Politics, Statistics	372	340
Military science	19	7
Medicine	42	57
Natural Science, Mathematics	45	48
Philosophy, Ethics	20	23
Education, Juveniles	181	162
Philology, History of literature	36	51
Belles-lettres	283	276
History, Biography	245	185
Geography, Travel	40	50
Commerce, Industry, Transportation	82	57
Engineering, Technology	27	39
Agriculture, Domestic economy	52	41
Fine arts	75	85
Encyclopedias, Bibliography	4	2
Miscellaneous	115	117
Total	1764	1626

Nine branches show losses; eight gains. For the most part the fluctuations are slight as is the total of losses (—138).

The languages in which the publications appeared are shown in the following table:

	1918	1919
German	1127	1105
French	528	440
Italian	29	17
Romansch	6	11
Other languages	23	18
In several languages	51	35
Total	1764	1626

In 1918, 42 and in 1919, 77 new reviews and periodicals were issued in Switzerland.

Publishers' 1920 Output Record in "Publishers' Weekly"

Below is listed the respective number of publications from upwards of ninety leading publishers of the trade recorded in the PUBLISHERS' WEEKLY during 1920. It should be noted that these figures represent only the number of books actually received or for which definite bibliographical information was supplied.

Abingdon Press	37
Allyn & Bacon	21
Henry Altemus & Co.	6
American Book Co.	23
D. Appleton & Co.	108
Association Press	37
Atlantic Monthly Press	15
Richard G. Badger	82
Banta Pub. Co.	8
Barse & Hopkins	5
Benziger Bros.	26
P. Blackiston's Son & Co.	21
Bobbs-Merrill Co.	36
Boni & Liveright	45
Brentano's	72
Britton Pub. Co.	1
A. L. Burt Co.	68
Century Co.	67
E. J. Clode	11
T. Y. Crowell Co.	24
Columbia University Press	5
Cupples & Leon Co.	10
Dodd, Mead & Co.	98
Geo. H. Doran Co.	180
Doubleday, Page & Co.	107
Duffield & Co.	24
E. P. Dutton & Co.	279
Funk & Wagnalls Co.	28
Grosset & Dunlap	192
Ginn & Co.	40
Harcourt, Brace & Howe	83
Harvard University Press	14
Harper & Bros.	107
D. C. Heath & Co.	15
Norman W. Henley Pub. Co.	26
Henry Holt & Co.	78
Houghton Mifflin Co.	154
B. W. Huebsch	40
George W. Jacobs & Co.	26
Marshall Jones Co.	17
P. J. Kenedy & Sons	14
Mitchell Kennerley	1
Alfred A. Knopf	82
Laird & Lee	5
John Lane Co.	102
J. B. Lippincott Co.	65
Little, Brown & Co.	54
Longmans, Green	229
Lothrop, Lee & Shepard	18
Macaulay Co.	27
Robert M. McBride	29

A. C. McClurg & Co. 15
McGraw-Hill Book Co. 53
David McKay 12
Macmillan Co. 384
Moffatt, Yard & Co. 14
Thomas Nelson & Sons 5
Open Court Pub. Co. 6
Oxford University Press 158
Page Co. 9
Penn Pub. Co. 24
Pilgrim Press 22
Isaac Pitman 44
Princeton University Press 5
G. P. Putnam's Sons 122
Rand, McNally & Co. 12
Reilly & Lee Co. 17
Fleming H. Revell & Co. 53
W. B. Saunders Co. 22
Scott & Seltzer 32
Scott, Foresman & Co. 34
Charles Scribner's Sons 171
A. W. Shaw Co. 6
Silver, Burdett & Co. 6
Small, Maynard & Co. 39
Standard Pub. Co. 11
Stratford Co. 37
Stewart & Kidd 7
F. A. Stokes Co. 108
George Sully & Co. 27
University of Chicago 33
D. Van Nostrand Co. 39
P. F. Volland & Co. 10
W. J. Watt & Co. 10
W. A. Wilde Co. 8
John C. Winston Co. 15
H. W. Wilson Co. 19
Yale University Press 65
Frank Shay 6

Best Sellers of the Year

THE following titles, arranged in order of their popularity, have been leading best sellers during the year 1920, according to the records published in *Books of the Month*, the statistics being based on reports from booksellers thruout the country:

TEN BEST SELLING FICTION

The Man of the Forest, by Zane Grey. *Harper.*
Kindred of the Dust, by Peter B. Kyne. *Cosmopolitan.*

The Re-Creation of Brian Kent, by Harold Bell Wright. *Book Supply Co.*

The River's End, by James Oliver Curwood. *Cosmopolitan.*

A Man for the Ages, by Irving Bacheller. *Bobbs-Merrill.*

Mary-Marie, by Eleanor H. Porter. *Houghton.*

The Portygee, by Joseph C. Lincoln. *Appleton.*

The Great Impersonation, by E. Phillips Oppenheim. *Little, B.*

The Lamp in the Desert, by Ethel M. Dell. *Putnam.*

Harriet and the Piper, by Kathleen Norris. *Doubleday.*

SIX BEST SELLING GENERAL BOOKS

Now It Can Be Told, by Philip Gibbs. *Harper.*

The Economic Consequences of the Peace, by John M. Keynes. *Harcourt.*

Roosevelt's Letters to His Children, edited by Joseph B. Bishop. *Scribner.*

Theodore Roosevelt, by William Roscoe Thayer. *Scribner.*

White Shadows in the South Seas, by Frederick O'Brien. *Century.*

An American Idyll, by Cornelia Stratton Parker. *Atlantic Monthly.*

Books in Demand at the Library

THE books in greatest demand at the public libraries of the United States during 1920, according to a compilation made from the monthly statistics found in *The Bookman* (January to December inclusive) are as follows:

FICTION

1. The Man of the Forest, by Zane Grey. *Harper.*
2. The Re-Creation of Brian Kent, by Harold Bell Wright. *Book Supply Co.*
3. The Portygee, by Joseph C. Lincoln. *Appleton.*
4. The Lamp in the Desert, by Ethel M. Dell. *Putnam.*
5. The Great Impersonation, by Phillips Oppenheim. *Little, B.*
   Kindred of the Dust, by Peter B. Kyne. *Cosmopolitan.*
7. Mary-Marie, by Eleanor H. Porter. *Houghton.*
8. The Top of the World, by Ethel M. Dell. *Putnam.*
9. The Four Horsemen of the Apocalypse, by Blasco Ibáñez. *Dutton.*
   Harriet and the Piper, by Kathleen Norris. *Doubleday.*
   This Side of Paradise, by F. Scott Fitzgerald. *Scribner.*

GENERAL LITERATURE

1. White Shadows in the South Seas, by Fredick O'Brien. *Century.*
2. Roosevelt's Letters to His Children, edited by Joseph B. Bishop. *Scribner.*
3. Now It Can Be Told, by Philip Gibbs. *Harper.*
4. The Education of Henry Adams. *Houghton.*
5. The Economic Consequences of the Peace, by John M. Keynes. *Harcourt.*
6. Raymond, by Sir Oliver Lodge. *Doran.*

The A. L. A. Selection of the Books of 1920

The following is the American Library Association's selection of the most important books for 1920—from the standpoint of desirability for the small library. It consists of titles especially recommended for small libraries in the columns of the monthly *Booklist* of the A. L. A.

NON-FICTION

Aldrich, Mrs. T. B. Crowding memories. (*Houghton*) $5

Allen, F. J. Advertising as a vocation. (*Macmillan*) $2

Aronovici, C. Americanization. (*Keller Publishing Co.*) 60c.

Housing and the housing problem. (*McClurg*) 75c.

Bacon, C., *comp.* Children's catalog supplement. 1919. (*Wilson*) 60c.

Bailey, L. H. The nursery-manual. (*Macmillan*) $2.50

Bairnsfather, B. From mud to mufti. (*Putnam*) $1.75

Baker, G. P., *comp.* Modern American plays. (*Harcourt*) $2.25

Baker, R. S. The new industrial unrest. (*Doubleday*) $2

What Wilson did at Paris. (*Doubleday*) $1

Baldridge, C. L. and Baukhage, H. R. "I was there" with the Yanks on the western front, 1917-1919. (*Putnam*) $3

Bassett, J. S. Our war with Germany. (*Knopf*) $4

Basset, W. R. When the workmen help you manage. (*Century*) $2

Baxter, L. H. Boy bird-house architecture. (*Bruce*) $1

Bazalgette, L. Walt Whitman. (*Doubleday*) $3.50

Bennett, I. D. The making of a flower garden. (*Stokes*) $1.75

Bishop, J. B. Theodore Roosevelt and his time. (*Scribner*) 2 v. $10

Bispham, D. S. A Quaker singer's recollections. (*Macmillan*) $4

Bloomfield, D., *ed.* Selected articles on modern industrial movements. (*Wilson*) $1.80.

Selected articles on problems of labor (*Wilson*) $1.80

Bok, E. W. The Americanization of Edward Bok. (*Scribner*) $5

Boni, A., *ed.* The modern book of French verse. (*Boni & Liveright*) $2.50

Bott, A. Eastern nights—and flights. (*Doubleday*) $1.60

Bradford, G. Portraits of American women. (*Houghton*) $2.50

Brainard, A. M. Organization of public health nursing. (*Macmillan*) $1.35

Braithwaite, W. S. *ed.* The book of modern British verse. (*Small*) $2

Brower, H. N. Self-help in piano study. (*Stokes*) $1.50

Vocal mastery. (*Stokes*) $3

Bullard, A. The Russian pendulum. (*Macmillan*) $2

Camp. W. C. Football without a coach. (*Appleton*) $1.25

Handbook on health, and how to keep it. (*Appleton*) $1.25

Camp, J. M. and Francis, C. B. The making, shaping and treating of steel. (*Author*) $5

Campbell, H. C. How to use cement for concrete construction for town and farm. (*Stanton & Van Vliet*) $2

Cannon, L. H. Motion pictures. (St. Louis *Public Library*) 25c

Carlton, F. T. Organized labor in American history. (*Appleton*) $2.50

Carnegie, A. Autobiography of Andrew Carnegie. (*Houghton*) $5

Carver, T. N. Principles of political economy. (*Ginn*) $1.96

Center, S. S., *comp.* The worker and his work. (*Lippincott*) $2

Certain, C. C. Standard library organization and equipment for secondary schools of different sizes. (*American Library Association*) 40c.

Chapman, F. M. What bird is that? (*Appleton*) $1.25

Clapp, J. M. Talking business. (*Ronald Press*) $4

Clark, E. H. Track athletics up to date. (*Duffield*) $1.50

Clark. T. A. The high school boy and his problems. (*Macmillan*) $1.20

Cody, W. F. An autobiography of Buffalo Bill. (*Cosmopolitan Bk. Corp.*) $3

Collins, J. Idling in Italy. (*Scribner*) $3

Cooley, A. M. and Spohr, W. H. Household arts for home and school. (*Macmillan*) 2 v. $1.60 ea.

Conkling, H. Poems by a little girl. (*Stokes*) $1.50

Crowder, E. H. The spirit of selective service. (*Century*) $2

Curl, M. J. Expository writing. (*Houghton*) $1.25

Davis, W. S. A history of France from the earliest times to the Treaty of Versailles. (*Houghton*) $3.50

Decker. W. F. The story of the engine. (*Scribner*) $2

Dell, F. Were you ever a child? (*Knopf*) $1.60

Dewey. J. Reconstruction in philosophy. (*Holt*) $1.60

DuBois, W. E. B. Darkwater. (*Harcourt*) $2

Dunn, A. W. and Harris, H. M. Citizenship in school and out. (*Heath*) 80c.

Eaton, W. P. In Berkshire Fields. (*Harper*) $3.50

Edie, L. D., *ed.* Current social and industrial forces. (*Boni & Liveright*) $2.50

Edwards. A. H. Paris through an attic. (*Dutton*) $2

Eggleston, Mrs. M. W. The use of the story in religious education. (*Doran*) $1.50

Einstein, A. Relativity. (*Holt*) $3

Fabre, J. H. C. The glow-worm and other beetles. (*Dodd, Mead*) $1.75
Ferber, E. and Levy, N. Twelve hundred a year. (*Doubleday*) $1.50
Foerster, R. F. The Italian emigration of our times. (*Harvard University Press*) $2.50
Folks, H. The human costs of the war. (*Harper*) $2.25
Franck, H. A. Roaming through the West Indies. (*Century*) $5
Vagabonding through changing Germany. (*Harper*) $4
Frost, A. A. and Solheim, O. M. Material for festival pageantry and dramatic presentation for the Tercentenary celebration of the landing of the Pilgrims. (*Drama League of America*) 50c.
Frost, J. and Wardlaw, C. D. Basketball and indoor baseball for women. (*Scribner*) $1.50
Frothingham, T. G. A guide to the military history of the world war. 1914-1918. (*Little*) $2.75
Gaines, R. L. Ladies of Grécourt. (*Dutton*) $2.50
Gerould, Mrs. K. Modes and morals. (*Scribner*) $1.75
Gibbons, Mrs. H. D. (Brown). Paris vistas. (*Century*) $3.50
Gibbs, P. H. Now it can be told. (*Harper*) $3
Glaspell, S. Plays. (*Small*) $2
Grant, G. The story of the ship. (*McLoughlin Bros.*) $1.50
Graves, F. P. What did Jesus teach? (*Macmillan*) $1.75
Greenbie, S. Japan, real and imaginary. (*Harper*) $4
Grenfell, Mrs. A. E. C. and Spalding, K. Le Petit Nord. (*Houghton*) $1.50
Guthrie, A. L., *comp.* Index to *St. Nicholas.* v. I-XLV. (*Wilson*) $12
Hale, Mrs. L. An American's London. (*Harper*) $2
Hansen, H. A. The adventures of the fourteen points. (*Century*) $2.50
Hard, W. Raymond Robbins' own story. (*Harper*) $2
Hartshorne, H. Childhood and character. (*Pilgrim*) $1.75
Hathaway, W. Manual for conservation of vision classes. (*National Com. for Prevention of Blindness*) 50c
Haworth, P. L. The United States in our own times, 1865-1920. (*Scribner*) $2.25
Hayes, C. J. H. A brief history of the great war. (*Macmillan*) $3.50
Head, J. Everyday mouth hygiene. (*Saunders*) $1
Heaton, Mrs. E. O. By-paths in Sicily. (*Dutton*) $3.50
Henderson, A. The conquest of the old southwest. (*Century*) $3
Husband, J. Americans by adoption. (*Atlantic Monthly*) $1.50
Ivey, P. W. Elements of retail salesmanship. (*Macmillan*) $2.25
Jackson, H. E. A community church. (*Houghton*) $2
Kellogg, Mrs. C. Bobbins of Belgium. (*Funk*) $2
Keynes, J. M. The economic consequences of the peace. (*Harcourt*) $2.50
Kipling, R. Letters of travel, 1892-1913. (*Doubleday*) $1.75
Kunou, C. A. American school toys and useful novelties in wood. (*Bruce*) $1.25
Lane, R. W. The making of Herbert Hoover. (*Century*) $3.50
Lee, J. M., *ed.* Business writing. (*Ronald Press*) $4
Lescarboura, A. C. Behind the motion picture screen. (*Scientific American Publishing Company*) $3.50
Lescohier, D. D. The labor market. (*Macmillan*) $2.25
Loeb, Mrs. S. I. Everyman's child. (*Century*) $2
Lomax, J. A. Songs of the cattle trail of cow camp. (*Macmillan*) $1.75
Luckiesh, M. Artificial light. (*Century*) $2.50
MacClintock, L. The contemporary drama of Italy. (*Little*) $1.50
McCord, J. N. A textbook of filing. (*Appleton*) $2
McMaster, J. V. The United States in the world war. (*Appleton*) $3
Marcosson, I. F. Adventures in interviewing. (*Lane*) $4
Masefield, J. Enslaved. (*Macmillan*) $2.50
Reynard the fox; or the Ghost Heath run. (*Macmillan*) $1.60
Mayo, K. "That Damn Y". (*Houghton*) $3.50
Mercier, Cardinal. Cardinal Mercier's own story. (*Doran*) $6
Mills, E. A. The adventures of a nature guide. (*Doubleday*) $3.50
Miscellany of American poetry, 1920, A. (*Harcourt*) $2
Moley, R. and Cook, H. F. Lessons in democracy. (*Macmillan*) $1
Moore, A. C. Roads to childhood. (*Doran*) $1.50
Moseley, E. L. Trees, stars and birds. (*World Book Co.*) $1.40
Moton, R. I. Finding a way out. (*Doubleday*) $2.50
National child welfare association. Child welfare handbook. (*Author*) 50c.
New York State Library. Best books of 1918, selected for a small public library. (*Author*) 10c.
Olgin, M. J. A guide to Russian literature. (*Harcourt*) $3
O'Neil, G. The cobbler in Willow Street, and other poems. (*Boni & Liveright*) $1.25
Paine, A. B. A short life of Mark Twain (*Harper*) $2.50
Parker, C. H. The casual laborer, and other essays. (*Harcourt*) $2
Parker, S. C. General methods of teaching in elementary schools. (*Ginn*) $1.60
Parks, L. English ways and byways. (*Scribner*) $1.75
Parsons, W. B. The American engineers in France. (*Appleton*) $4

Pearl, Norton H., and Brown, H. E. Health by stunts. (*Macmillan*) $1.30
Pellett, F. C. Beginner's bee book. (*Lippincott*) $1.25
Percy, W. A. In April once. (Yale *University Press*) $1.50
Phelps, E. M., *comp.* Selected articles on restriction of emigration. (*Wilson*) 50c.
Piper, E. F. Barbed wire and other poems. (*Midland Press*) $1.35
Pollard, A. F. A short history of the great war. (*Harcourt*) $3.25
Pratt Institute. Free Library. Technical books of 1918; a selection. (*Author*) single copy, free.
Reese, A. M. Outlines of economic zoology. (*Blakiston*) $1.75
Repplier, A. Points of friction. (*Houghton*) $1.75
Rittenhouse, J. B., *ed.* The second book of modern verse. (*Houghton*) $1.50
Ross, E. A. The principles of sociology. (*Century*) $4
St. Louis Public Library. Five hundred books for hospital patients. (*Author*) free.
Sanchez, Mrs. N. The life of Mrs. Robert Louis Stevenson. (*Scribner*) $2.25
Sandburg, C. Smoke and steel. (*Harcourt*) $2
Santayana, G. Character and opinion in the United States. (*Scribner*) $3.50
Sassoon, S. Picture-show. (*Dutton*) $1.50
Scott, A. P. An introduction to the peace treaties. (*University of Chicago Press*) $2
Shackleton, Sir E. H. South. (*Macmillan*) $6
Sharp, D. L. Patrons of democracy. (*Atlantic Monthly*) 80c.
Sheffield, L. and N. Swimming simplified. (*Author*) $2
Slosson, E. E. Creative chemistry. (*Century*) $2.50
Easy lessons in Einstein. (*Harcourt*) $1.30
Smith, C. A. Keynote studies in keynote books of the bible. (*Revell*) $1.25
Smith, J. R. The world's food resources. (*Holt*) $2.50
Stuck, H. A winter circuit of our Arctic coast. (*Scribner*) $6
Sturgis, Mrs. E. M. Personal prejudices. (*Houghton*) $1.65
Syracuse Public Library. Roosevelt, lover of books. (*Author*) 15c.
Thatcher, E. Making tin can toys. (*Lippincott*) $1.50
Thayer, W. R. The art of biography. (*Scribner*) $1.50
Tomlinson, H. M. Old Junk. (*Knopf*) $2
Trafton, G. H. Science of home and community. (*Macmillan*) $1.40
University Society, New York. Save and have. (*Author*) $1
Untermeyer, L., *ed.* Modern British poetry. (*Harcourt*) $2
Usher, R. G. The story of the great war. (*Macmillan*) $2.50
Van Dyke, J. C. The Grand Canyon of the Colorado. (*Scribner*) $2
Viaud, J. Madame Prune, by Pierre Loti. (*Stokes*) $3
Walker, S. More portmanteau plays. (*Stewart & Kidd*) $1.75
Warne, F. J. The workers at war. (*Century*) $3
Wells, H. G. The outline of history. (*Macmillan*) 2 v. $10.50
Wetmore, F. K. A first book in English for non-English-speaking adults. (*Chicago Ass. of Commerce*) $1.10
Wharton, Mrs. E. M. In Morocco. (*Scribner*) $4
Whiteley, O. The story of Opal. (*Atlantic Monthly*) $2
Wier, A. E., *ed.* Concert violin solos the whole world plays. (*Appleton*) $3
Piano duets the whole world plays. (*Appleton*) $1.25
Winston simplified dictionary, The. *ed* by W. D. Lewis and E. A. Singer. (*Winston*) $1.08
Wolcott, T. H., *ed.* The book of games and parties for all occasions. (*Small*) $2
Woolman, Mrs. M. S. Clothing. (*Lippincott*) $2

FICTION

Abbott, Mrs. J. L. Happy house. (*Lippincott*) $1.60
Adams, S. H. Wanted: a husband. (*Houghton*) $1.75
Ade, G. Hand-made fables. (*Doubleday*) $1.60
Bacheller, I. A. A man for the ages. (*Bobbs Merrill*) $1.75
Bailey, T. The trumpeter swan. (*Penn*) $1.90
Best short stories, The. Introd. by A. B. Reeve. (*Boni & Liveright*) 85c.
Bojer, J. Treacherous ground. (*Moffat*) $2
Brown, A. The black drop. (*Macmillan*) $2
Brown, A. The wind between the worlds. (*Macmillan*) $2
Brown, E. A. That affair at St. Peter's. (*Lothrop*) $1.75
Cobb, I. S. From place to place. (*Doran*) $2
Connolly, J. B. Hiker joy. (*Scribner*) $1.75
Conrad, J. The rescue. (*Doubleday*) $2
Cutting, Mrs. M. S. Some of us are married. (*Doubleday*) $1.75
Darrow, C. Farmington. (*Huebsch*) $1.50
Day, H. F. All-wool Morrison. (*Harper*) $1.90
Dillon, Mrs. M. C. J. The farmer of Roaring Run. (*Century*) $1.75
Dingle, A. E. Gold out of Celebes. (*Little*) $1.75
Dodge, L. Whispers. (*Scribner*) $1.75
Ervine, St. J. G. The foolish lovers. (*Macmillan*) $2
Ferber, E. Half portions. (*Doubleday*) $1.75
Fletcher, J. S. The paradise mystery. (*Knopf*) $1.90
Fletcher, J. S. The Talleyrand maxim. (*Knopf*) $1.60
Footner, H. The furbringers. (*McCann*) $1.75

Fox, J. Erskine Dale, pioneer. (*Scribner*) $2
French, J. L., *ed.* The best psychic stories. (*Boni & Liveright*) $1.75
Gale, Z. Miss Lulu Bett. (*Appleton*) $1.75
Gale, Z. Peace in Friendship Village. (*Macmillan*) $2
Gerould, G. H. Youth in Harley. (*Scribner*) $2
Gibbs, Sir P. H. Wounded souls. (*Doran*) $2
Grey, Z. The man of the forest. (*Harper*) $1.90
Haggard, Sir H. R. Ancient Allan. (*Longmans*) $1.75
Hall, E. B. Love laughs last, by S. G. Tallentyle. (*Doran*) $1.75
Hay, J., Jr. The Melwood mystery. (*Dodd, Mead*) $1.75
Howells, W. D., *ed.* The great modern American stories. (*Boni & Liveright*) $2
Hrbkova, S. B., *ed.* and *tr.* Czecho-Slovak stories. (*Duffield*) $1.90
Hutten, von, B. Happy house. (*Doran*) $1.75
King, B. The thread of flame. (*Harper*) $2
Kobrin, L. A. Lithuanian village. (*Brentano*) $1.75
Kyne, P. B. The green-pea pirates. (*Doubleday*) $1.50
Laselle, M. A. Short stories of the new America. (*Holt*) $1.35
Lee, Mrs. J. B. The Chinese coat. (*Scribner*) $1.75
Lewis, S. Main Street. (*Harcourt*) $2
Lincoln, J. C. The Portygee. (*Appleton*) $2
Locke, W. J. The house of Baltazar. (*Lane*) $1.90
Lucas, E. V. Verena in the midst. (*Doran*) $1.90
Lynde, F. The girl, a horse and a dog. (*Scribner*) $2
Macaulay, R. Potterism. (*Boni & Liveright*) $2
Macfarlane, P. C. The exploits of Bilge and Ma. (*Little*) $1.60
MacKenzie, C. Poor relations. (*Harper*) $1.90
Marshall, A. Many Junes. (*Dodd, Mead*) $2
Marshall, E. The voice of the pack. (*Little*) $1.75
Masters, E. L. Mitch Miller. (*Macmillan*) $3.50
Merrick, Mrs. H. Mary-girl. (*Dutton*) $2.50
Montgomery, L. M. Further chronicles of Avonlea. (*Page*) $1.65
Morley, C. Kathleen. (*Doubleday*) $1.25
Nicholson, M. Black sheep! black sheep! (*Scribner*) $1.75
Norris, Mrs. K. Harriet and the Piper. (*Doubleday*) $1.90
Olmstead, F. Stafford's Island. (*Scribner*) $1.75
Oppenheim, E. P. The great impersonation (*Little*) $1.75
Porter, Mrs. E. H. Mary Marie. (*Houghton*) $1.90
Porter, H. E. Egan, by Halworthy Hall. (*Dodd, Mead*) $1.90
Rain-Girl, The. By the author of "Patricia Brent, spinster." (*Doran*) $1.60
Richmond, G. L. Red and black. (*Doubleday*) $1.60
Rutzebeck, H. Alaska man's luck. (*Boni & Liveright*) $2
Sampson, E. S. Mammy's white folks. (*Reilly*) $1.75
Sinclair, B. W. Poor man's rock. (*Little*) $1.90
Stacpoole, H. D. The beach of dreams. (*Lane*) $1.60
Steiner, E. A. Sanctus Spiritus and company. (*Doran*) $1.60
Sullivan, A. The rapids. (*Appleton*) $1.75
Swinnerton, F. A. September. (*Doran*) $1.90
Vorse, Mrs. M. M. H. Growing up. (*Boni & Liveright*) $1.75
Ward, Mrs. F. J. The singing heart. (*McCann*) $1.75
White, S. E. The killer. (*Doubleday*) $1.75
Williamson, C. N. and A. M. The second latchkey. (*Doubleday*) $1.60

CHILDREN'S BOOKS

Armfield, C. Wonder tales of the world. (*Harcourt*) $2.50
Bailey, M. Seven peas in the pod. (*Little*) $2
Baker, O. Shasta of the wolves. (*Dodd, Mead*) $1.75
Baldwin, J. and Livengood, W. W. Sailing the seas. (*American Bk. Co.*) $1
Beston, H. B. The firelight fairy book. (*Atlantic Monthly*) $3
Bible. The story of Jesus; selected and arranged by E. N. Dana. (*Jones*) $16.50
Bishop, A. Bob Thorpe, sky fighter in the Lafayette flying corps. (*Harcourt*) $1.50
Cobb, V. B. and E. Anita. (*Lothrop*) $1.50
Davies, E. C. A boy in Serbia. (*Crowell*) $1.50
Emerson, C. P. and Betts, G. H. Hygiene and health. (*Bobbs Merrill*) 80c.
Physiology and hygiene. (*Bobbs Merrill*) 95c.
Fabre, J. H. C. The secret of everyday things. (*Century*) $2.50
Fillmore, P. H. Czecho-Slovak fairy tales. (*Harcourt*) $2
Frentz, E. W. Uncle Zeb and his friends. (*Atlantic Monthly*) $1.50
Gate, E. M. Tales from the secret kingdom. (*Yale University*) $2
Haines, D. H. The dragon-flies. (*Houghton*) $1.50
Heyliger, W. Don Strong, American. (*Appleton*) $1.75
Heyliger, W. High Benton. (*Appleton*) $1.50
Knipe, Mrs. E. B. and A. A. A Mayflower maid. (*Century*) $1.90
Lamprey, L. Masters of the guild. (*Stokes*) $2.25

Langford, G. Pic, the weaponmaker. (*Boni & Liveright*) $1.75
Lansing, M. F. and Gulick, L. H. Food and life. (*Ginn*) 68c.
Lippincott, J. W. Red Ben, the fox of Oak Ridge. (*Penn*) $1
MacDonald, G. At the back of the north wind. (*McKay*) $2.50
Maeterlinck, M. The children's life of the bee. (*Dodd, Mead*) $2
Mathews, B. J. The Argonauts of faith. (*Doran*) $1.50
Meigs, C. The pool of stars. (*Macmillan*) $1.60
Meiklejohn, Mrs. N. L. The cart of many colors. (*Dutton*) $1.65
Mirza, Y. B. When I was a boy in Persia. (*Lothrop*) $1
Mother Goose. Songs from Mother Goose for voice and piano; set to music by S. Homer. (*Macmillan*) $1.50
Nicolay, H. The boy's life of Lafayette. (*Harper*) $1.60
Oglebay, K., *comp.* Plays for children. (*Wilson*) 60c.
Olcott, F. J. The wonder garden. (*Houghton*) $2.50
Perkins, Mrs. L. F. The Italian twins. (*Houghton*) $1.75
The Scotch twins. (*Houghton*) $1.50
Price, E. B. Silver Shoal light. (*Century*) $1.75
Quennell, M. A history of everyday things in England; done in two parts, of which this is the second. (*Scribner*) $4.50
Roosevelt, T. Theodore Roosevelt's letters to his children. (*Scribner*) $2
Rowell, Mrs. C. W. Leaders of the great war. (*Macmillan*) $1
Sanford, C. M. and Owen, G. A. Modern Americans. (*Laurel Bk. Co.*) 80c.
Modern Europeans. (*Laurel Bk. Co.*) 88c.
Seaman, A. H. The Slipper Point mystery. (*Century*) $1.35
Shedlock, M. L. Eastern stories and legends. (*Dutton*) $2
Slusser, E. Y. and others. Stories of Luther Burbank and his plant school. (*Scribner*) 88c.
Smith, D. E. Number stories of long ago. (*Ginn*) 60c.
Tappan, E. N. Hero stories of France. (*Houghton*) $1.75
Wilson, E. N. The white Indian boy. (*World Book Co.*) $1
Wynne, A. For days and days. (*Stokes*) $2
Youngs, M. F. When we were little; children's rhymes of Oyster Bay. (*Dutton*) $1.25

Leading Publishers in A. L. A. Booklist

PUBLISHERS with two or more books listed in the *A. L. A. Booklist* during 1920 are recorded below, together with the respective number of books included. Titles classed as "new editions" in the *Booklist* are not counted in this summary.

D. Appleton & Co.	58
American City Bureau	2
Association Press	9
Atlantic Monthly	11
Richard G. Badger	4
Bobbs-Merrill Co.	17
Boni & Liveright	28
Brentano's	14
Bruce Publishing Co.	6
Century Co.	47
E. J. Clode	2
Cosmopolitan Bk. Corporation	5
T. Y. Crowell & Co.	12
Dodd, Mead & Co.	55
Geo. H. Doran Co.	92
Doubleday, Page & Co.	65
Duffield & Co.	14
E. P. Dutton & Co.	63
F. J. Drake & Co.	2
Forbes & Co.	3
Four Seas Co.	4
Funk & Wagnalls Co.	4
Ginn & Co.	11
Harcourt, Brace & Howe	54
Harper & Bros.	67
Harvard Univ. Press.	3
Norman W. Henley Pub. Co.	3
Henry Holt & Co.	27
Houghton Mifflin Co.	94
B. W. Huebsch	13
Geo. W. Jacobs & Co.	4
Marshall Jones Co.	14
P. J. Kenedy & Sons	2
Alfred A. Knopf	43
John Lane Co.	23
J. B. Lippincott Co.	32
Little, Brown & Co.	32
Longmans, Green & Co.	17
Lothrop, Lee & Shepard Co.	12
Robert M. McBride	13
James A. McCann	6
A. C. McClurg Co.	7
McGraw Hill Bk. Co.	12
David McKay	9
The Macmillan Co.	151
Moffat, Yard & Co.	5
Open Court Publishing Co.	2
Orange Judd Co.	3
Oxford Univ. Press	12
Page Co.	6
Penn Publishing Co.	6
Pilgrim Press	2
Pitman	5
Princeton Univ. Press	8
G. P. Putnam's Sons	47
Reilly & Lee	3
Fleming H. Revell Co.	10
Ronald Press	6
Ross Publishing Co.	2
Russell Sage Foundation	2
B. H. Sanborn & Co.	2

W. B. Saunders Co.	5
Scientific Amer. Publishing Co.	2
Chas. Scribner's Sons	96
Thomas Seltzer	5
A. W. Shaw Co.	2
Silver Burdett & Co.	2
F. A. Stokes Co.	34
Small, Maynard & Co.	14
Stewart & Kidd	4
Univ. of Chicago	8
U. P. C. Bk. Co.	2
D. Van Nostrand Co.	9
John Wiley & Sons	15
H. W. Wilson Co.	11
J. C. Winston Co.	3
World Bk. Co.	7
Yale Univ. Pr.	19

The Best Short Stories of 1920

THE sixth volume of Edward J. O'Brien's annual volumes, "The Best Short Stories" (Small Maynard) which will appraise the stories of 1920 has not as yet appeared, so we do not know what twenty stories have been marked for distinction. There is a clue in the annual article which appears in the *Boston Transcript*, for all the "three asterisk" stories, the stories of high merit, from which the best twenty are chosen, are listed there. In this *Transcript* article, Mr. O'Brien discusses the basis of his selection of stories. "The fight for sincerity in the short story is a fight worth making. It is at the heart of all that for which I am striving. The quiet sincere man who has something to tell you should not be talked down by the noisemakers. He should have his hearing. He is real. And we need him.

"That is why I have set myself the annual task of reading so many short stories. I am looking for the man and woman with something to say who cares very much indeed about how he says it. I am looking for the man and woman with some sort of a dream, the man or woman who sees just a little bit more in the pedlar he passes on the street than you or I do, and who wishes to devote his life to telling us about it; I want to be told my own story, too, so that I can see myself as other people see me, and I want to feel that the story-teller who talks to me about these things is as much in earnest as a sincere clergyman, an unselfish physician, or an idealistic lawyer. I want to feel that he belongs to a profession that is a sort of priesthood, and not that he is holding down a job or running a bucket shop."

The following tables indicate the rank, during the period between October, 1919, and September, 1920, inclusive, by number and percentage of distinctive stories published, of the twenty-one periodicals coming within the scope of Mr. O'Brien's examination, periodicals which have published an average of 15 per cent in stories of distinction. The lists include reprints, but not translations.

BY PERCENTAGE OF DISTINCTIVE STORIES

1.	Dial (including translations)	100%
2.	Atlantic Monthly	95%
3.	Midland	85%
4.	Century	84%
5.	Harper's Magazine	75%
6.	Scribner's Magazine	72%
7.	Pictorial Review	65%
8.	New York Tribune (including translations)	63%
9.	Reedy's Mirror (including translations)	53%
10.	Pagan (including translations)	50%
11.	McClure's Magazine (including translations)	45%
12.	Smart Set (including translations)	40%
13.	McCall's Magazine (including translations)	37%
14.	Everybody's Magazine (including translations)	31%
15.	Romance	26%
16.	Metropolitan	26%
17.	Collier's Weekly	25%
18.	Cosmopolitan	23%
19.	Hearst's Magazine (including translations)	22%
20.	Munsey's Magazine	17%
21.	Red Book Magazine	15%

BY NUMBER OF DISTINCTIVE STORIES

1.	Smart Set (including translations)	51
2.	Harper's Magazine	43
3.	Century	36
4.	Scribner's Magazine	36
5.	New York Tribune (including translations)	31
6.	Pictorial Review	30
7.	McClure's Magazine (including translations)	24
8.	Collier's Weekly	24
9.	Everybody's Magazine (including translations)	23
10.	Romance	23
11.	Metropolitan	20
12.	Dial (including translations)	19
13.	Atlantic Monthly	18
14.	Cosmopolitan	17
15.	Hearst's Magazine (including translations)	17
16.	Red Book Magazine	17
17.	Reedy's Mirror (including translations)	16
18.	McCall's Magazine	15
19.	Munsey's Magazine	14
20.	Midland	11
21.	Pagan (including translations)	10

The Poetry of 1920

WILLIAM Stanley Braithwaite, in the introductory essay to "Anthology of Magazine Verse for 1920" (Small, Maynard), writes of the characteristic quality of American poetry as distinguished from the poetry of England or that of any other nation. "Where are our poets to find some such stout tap-root of memory and knowledge as Thomas Hardy follows deep sown to the primal rock of England?" he asks. "The answer is that for the present we are not to find it. We possess no such commodity. Our literature for generations, perhaps centuries, will have to be symbolized by the melting pot, not by the tap-root. Our geographical is also our spiritual destiny. The old idea of America-making in its absurd ignorance demanded that each wave of newcomers be straightway melted down into the national pot and that the resultant mass be as simply Anglo-Saxon as ever. This was bad chemistry. What has happened, and what is now happening more than ever, is that of a dozen—a hundred—nationalities thrown in, each lends a peculiar color and quality. Arturo Giovannitti gives something that Robert Frost could not give; Carl Sandburg something not to be looked for from Edwin Arlington Robinson; James Oppenheim and Alter Brody what would not come from Indiana or Kansas. Such fusion, of course, takes a long time."

When Mr. Braithwaite published in the Boston *Transcript*, his annual summary and review (an annual feature page which is an older institution than the annual anthology) he gave particular attention to a few volumes of poetry:—As for the books of the year Mr. Edwin Arlington Robinson takes the lead with two volumes, "Lancelot" and "The Three Taverns," the first the high-water mark of his career for sheer beauty, the second, for thought and substance. Miss Amy Lowell's "Pictures of the Floating World" stands at the head of those "tendencies" which she has so ably expounded in her critical interpretations. Mr. John Hall Wheelock's "Dust and Light," Clement Wood's "The Earth Turns South," Sara Teasdale's "Flame and Shadow," William Rose Benét's "Moons of Grandeur," Gladys Cromwell's "Poems," Conrad Aiken's "The House of Dust" and Edgar Lee Masters' "Starved Rock" are the best volumes of the year. To these there are two volumes by new writers that might be added because they are accomplishments that promise their authors in the future a place in the high company already named. These are "The Hesitant Heart" by Winifred Welles and "Tomorrow's Yesterday" by Ernest Beshimol. The book about poetry that has first attention is Bliss Perry's "A Study of Poetry.

The magazines which have published the greatest number of distinguished poems during the year, according to Mr. Braithwaite, are *Poetry, A Magazine of Verse, Contemporary Verse, Harper's, Century, Scribner's, The New Republic, The Bookman, The Yale Review, The Outlook, The Nation, The Dial, Ainslee's, North American Review.*

The 138 bound volumes which made up the year's output were divided among the various publishers as follows:

Yale University Press	9
The Cornhill Co.	9
E. P. Dutton & Co.	8
John Lane	8
Stratford Co.	7
Alfred A. Knopf	6
The Macmillan Co.	6
G. P. Putnam's Sons	6
Four Seas Co.	5
Harcourt, Brace and Howe	5
Longmans, Green & Co.	4
Neale Publishing Co.	4
Charles Scribners' Sons	4
Richard G. Badger & Co.	3
Boni & Liveright	3
George H. Doran & Co.	3
Henry Holt & Co.	3
Small, Maynard & Co.	3
Brentano's	2
Doubleday, Page & Co.	2
Harper & Brothers	2
Houghton Mifflin Co.	2
Moffat Yard & Co.	2
Frederick A. Stokes & Co.	2
James T. White & Co.	2
Miscellaneous	28
Total Bound Volumes of Poetry	138

"BOOKS are not made for furniture, but there is nothing that so beautifully furnishes a house. A little library, growing each year, is an honorable part of a man's history. It is a man's duty to have books. A library is not a luxury, but one of the necessities of life."—Henry Ward Beecher.

"To add a library to a house is to give that house a soul."—Cicero.

"Many times the reading of a book has made the future of a man."—Emerson.

"If a book is worth reading, it is worth buying."—Ruskin.

"A book may be as great a thing as a battle."—Disraeli.

"There is more reason for saying grace before a new book than before a dinner."—Charles Lamb.

"What is a book? A series of little printed signs, essentially only that. It is for the reader to supply himself the forms and colors and sentiments to which these signs correspond. It will depend on him whether the book be dull or brilliant, hot with passion or cold as ice. Or, if you prefer to put it otherwise, each word in a book is a magic finger that sets a fibre of our brain vibrating like a harp-string, and so evokes a note from the sounding board of our soul."—Anatole France.

—Houghton Mifflin Company, Massachusetts in *New Era Magazine.*

Died in 1920

AUTHORS

ADAM, Paul, French novelist, dramatist and journalist, January 2nd, age 57.

ALLEN, Frederick Sturges, editor of Webster's New International Dictionary, October 1st, age 68.

ANDREWS, William Loring, book collector and author, March 20th, age 82.

BRADY, Rev. Dr. Cyrus Townsend, Episcopalian minister and writer of novels, boys' stories, biographies and histories, January 24th, age 59.

BROUGHTON, Rhoda, English novelist, June 7th, age 80.

BULLEN, Arthur Henry, distinguished Elizabethan scholar and critic, the editor of several works on early English literature, March 1st, age 63.

CASTLE, Edgerton, English author and newspaper director, September 17th, age 62.

CHAPIN, Anna Alice, novelist and author of fairy stories, poems and plays, February 26th, age 39.

COOKE, Marjorie Benton, author of "Bambi" and other novels, age 44.

CROKER, Mrs. B. M., English novelist, October 21st.

ELWELL, Joseph Bowne, author of a number of books on auction bridge, June 11th.

GARVICE, Charles, an English writer of best sellers, March 1st.

GUINEY, Louise Imogen, poet and essayist, November 2nd.

HARDY, Rev. E. J., English author, October 12th, age 71.

HINTON, Howard, journalist who wrote on politics, literature, etc., signing "H. H." to his work, March 31st, age 86.

HOUGHTON, Louise Seymour, writer and translator, August 27th, age 82.

HOWELLS, William Dean, distinguished novelist, poet and editor, recognized as the "Dean of American Letters," May 11th, age 83.

HYSLOP, Dr. James Harvey. the chief American representative of psychical research and the author of many works on scientific subjects, age 66.

JOHNSTON, Robert Matteson, chief historian of the American expeditionary forces, January 28th, age 52.

LOCKYER, Sir Norman, eminent scientist and the author of many books on astronomy, August 16th, age 84.

NELSON, William H., editor of *The International Studio*, published by John Lane Co., September 27th, age 50.

O'BRIEN, Lieut. Pat, war hero and author of "Outwitting the Hun," December 18th.

PERRIS, George Herbert, well-known British journalist and war correspondent, December 23rd, age 53.

PORTER, Eleanor H., author of "Pollyanna" and other "glad" stories, May 21st, age 51.

PRICE, William T., an authority on play construction and the author of several books on the subject, May 3rd.

REED, John, author, poet, war correspondent and recorder of Russian affairs.

REEDY, William Marion, editor and publisher of the well-known *Reedy's Mirror*, July 28th.

SCHOFIELD, Professor William Henry, head of the department of comparative literature at Harvard and author of several books on English literature, June 24th, age 95.

SCHREINER, Olive, author of South African novels.

SCOTT, Mrs. Lucy Jameson, a writer for church publications and the author of several religious books, February 22nd.

STUCK, Rev. Hudson, Archdeacon of the Yukon, the first white man to ascend Mt. McKinley and the author of "Ten Thousand Miles with a Dog Sled," October 10th, age 57.

THOMSON, Hugh. Irish artist, well-known to the book-trade for his illustrations, May 7th, age 60.

WARD, Mrs. Humphry, popular English novelist, April, age 69.

WILKINSON, Dr. William Cleaver, professor of poetry and criticism at the University of Chicago, and author of several textbooks, April 25th.

WILLIAMSON, Charles Norris, journalist and author of many popular romances, October 5th.

BOOK-TRADE

BELDING, William T., connected with the American branch of Cassell & Co., London, September 8th.

BELFORD, Robert J., publisher.

BENDER, Matthew, publisher, April 23rd, age 75.

CADIGAN, Thomas F., bookseller, Feburary 3rd.

DEARBORN, Ambrose C., treasurer of Henry Holt & Co., September 10th, age 47.

FALKENBERG, B. B., head of the receiving department of A. C. McClurg & Co., November 23rd, age 74.

FIFIELD, Albert Baldwin, manager and treasurer of the E. P. Judd Co., October 12th, age 63.

FOOTE, W. Y., bookseller in Syracuse, N. Y., March 24th, age 57.

GABRIEL, Samuel, head of the publishing firm of Samuel Gabriel Sons & Company, April 28th, age 63.

JOHNSTON, Jerome, dealer in old books, June 2nd, age 53.

KUTTNER, Henry, Los Angeles bookseller, November 10th, age 57.

LAURIAT, Charles E., for fifty-eight years a leading figure in bookselling in Boston, February 12th, age 78.

LOCKWOOD, Col. John S., long identified with the book business of Boston and an expert in assembling libraries, January 31st, age 80.

MACDONALD, James, master book-binder of New York, February 14th.

MADIGAN, Patrick Francis, dealer in autographs and rare books, December 22nd, age 55.

NEWBEGIN, John J., well-known bookseller of San Francisco, January 2nd, age 60.

NIERMANS, G. D., of the firm of Burgersdijk

& Niermans, Leyden, Holland, auctioneers and dealers in rare items.

NISBET, W. W., well-known rare book dealer of St. Louis, June 4th, age 60.

O'MAHONEY Patrick, proprietor of the Lincoln Book Store, Lincoln, Nebraska, September 26th.

PIERCE, Walter F., business manager of the Richmond Branch of the Publishing House of the M. E. Church, February 16th.

POWNER, Charles Tracy, of the C. T. Powner Company, booksellers of Chicago, December 26th, age 67.

ROGERS, Charles Waldo, one of the oldest of American booksellers, February 28th, age 89.

Savage, Charles E., a veteran member of the staff of G. P. Putnam's Sons, May 16th.

SMITH, George D., America's greatest rare book dealer, March 4th, age 50.

STANDERWICK, Harry F., treasurer of the Fleming H. Revell Co., December 4th.

STEINLEIN, Frederick J., proprietor of The Greenwood Bookshop, Wilmington, and author of the PUBLISHERS' WEEKLY articles "Experimenting in Retail Publicity," December 13th.

TAYLOR, Frederick B., associated with Brentano's, August 15th, age 59.

VOGELIUS, Joseph Francis, associated for fifty-eight years with the firm of Henry Holt & Co., June 25th, age 71.

WHITE, James Terry, founder of the firm of James T. White & Company, April 3rd, age 74.

WINSTON, John Clark, president of John C. Winston Co., publishers, May, age 63.

WRIGHT, James Osborne, a pioneer in the modern rare book trade, May 27th, age 69.

Typo Book-Trade Statistics for 1920

GIVEN below are the tabulated statistics of the publishing and retail book-trade for 1920, compiled by the Typo Mercantile Agency:

	Jan.	Feb.	Mar.	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Total
Fire Losses	3	1	0	0	1	2	1	1	0	0	0	0	9
Bankruptcies and Assignments	0	3	0	0	1	0	1	1	0	1	1	0	8
Deceased	2	1	6	3	1	0	0	1	0	1	1	0	16
Judgments Chatl. mtgs., etc. Affecting credit Standing	3	3	2	0	2	2	1	3	3	2	1	1	23
Changes of Int. ...	4	3	4	3	2	6	2	5	3	2	0	1	35
New Bus. Started ..	4	0	0	1	2	1	2	6	5	1	2	2	26
Out of Business	3	0	1	1	0	0	2	1	2	0	1	0	11
Increase of Capital Reported	0	0	1	5	3	3	0	3	3	2	0	0	20

Territorial Synopsis

	New England and N. Atlantic States	Southern States	Middle West	Far West	Canada	Total
Fire Losses and	2	1	6	0	0	9
Bankruptcies and Assignments	5	1	1	1	0	8
Deceased	10	2	4	0	0	16
Judgments Chatl. mtgs., etc. Affecting credit Standing	11	2	3	5	2	23
Changes of Interest..	14	3	14	3	1	35
New Bus. Started ..	5	5	5	6	4	25
Out of Business	3	1	3	2	2	11
Increase of Capital Reported	17	1	1	1	0	20

Copyright Report for the Fiscal Year 1919-20

By Thorvald Solberg, Register of Copyrights

Copyright Entries and Fees

THE registrations for the fiscal year numbered 126,562. Of these, 119,007 were registrations at $1 each, including a certificate and 5443 were registrations of photographs without certificates at 50 cents each There were also 2112 registrations of renewals at 50 cents each. The fees for these registrations amounted to a total of $122,784.50.

Copyright Deposits

The total number of separate articles deposited in compliance with the copyright law, which have been registered, stamped, indexed and cataloged, during the fiscal year is 213,149.

It is not possible to determine exactly how completely the works which claim copyright are deposited; but as title cards are printed and supplied upon request to other libraries for all books received bearing United States notice of copyright, the demand for such cards for works not received furnishes some indication of possible percentage of failure to deposit.

In response to inquiries received during the year from the Card Division, the Order Division, and the Reading Room in regard to 580 books supposed to have been copyrighted but not discovered in the Library, it was found that 47 of these works had been received and were actually in the Library, 84 books had been deposited and were still in the Copyright Office, 69 works were either not published, did not claim copyright, or for other valid reasons could not be deposited, while in the case of 184 works no answers to our letters of inquiry had been received up to June 30, 1920. Copies were received of 196 works in all in response to requests made by the Copyright Office during the period of 12 months for the works published in recent years.

The total copyright deposits for the year included:

Printed volumes	18,156
Pamphlets and leaflets	30,638
Newspapers and magazines	57,870
Dramas	3,063
Pieces of music	44,566
Maps	3,026
Photographs	13,274
Prints	15,193
Motion pictures	8,038
Contributions to periodicals	13,692
Works of art and drawings	3,491
Lectures	216

These were all produced in the United States. From abroad there were received 1,485 books in foreign languages and 441 books in English.

The total number of articles deposited during the period from July 1, 1897 (when the Copyright Office was reorganized), to June 30, 1920, was nearly four and a half million (4,426,091), out of which nearly one and one-half million articles have been disposed of, still leaving approximately three million articles on our shelves. These are in addition to the uncounted accumulation of articles deposited from 1870 to 1897. This great collection of books, pamphlets, leaflets, music, photographs, prints, and other articles, which are of no use to the Library of Congress, occupies shelf space which it is increasingly embarrassing to spare for this purpose. It has been demonstrated during the last twenty years that there is little likelihood of any calls for the examination or other use of any of this material, and no demand is known to have occurred which could not be met by reference to the copies upon the shelves of the Library.

Catalogs

The printing of the Catalog of Copyright Entries was continued in accordance with the provisions of the copyright law. It is compiled from cards which subsequently become part of the permanent card indexes essential to the conduct of the office business. These indexes now contain considerably over 3,000,000 cards. During the year 206,307 cards were written, prepared for printer's copy for the Catalog, the proof therefrom was read and revised, and the cards were then filed in the permanent indexes. Copyright applications to the number of 126,562 were headlined to indicate the names of the claimants of copyright and titles of the works and filed in our permanent application files, which serve as proprietor indexes to all copyright entries made since 1909.

During the calendar year 1919, 131 numbers of Part 1, Group 1, of the Catalog were published, containing the book titles, with complete record for all renewals for books, and complete annual index, 1022 plus 248 pages; 12 monthly numbers of Part 1, Group 2, containing titles of pamphlets, contributions to newspapers, lectures, dramatic compositions, maps, and motion pictures, and a complete annual index, 1802 closely printed pages; 4 quarterly numbers of Part 2, containing all registrations for newspapers and magazines, with annual index, 408 pages; 12 monthly numbers of Part 3, musical compositions, with complete list of renewals for music and lists of music used or licensed to be used for mechanical reproduction, together with complete annual index, 2238 compactly printed pages; and 4 quarterly numbers of Part 4, containing registrations of works of art and photographs and prints, with annual index, 417 pages.

The continued shortage of paper and the urgent demand for economy in its use have made it necessary to cease publishing the *monthly* indexes to the Catalog of Copyright Entries for 1920. This temporary inconvenience to the users of the Catalog will be remedied by the Annual Indexes which will be printed as usual making the sets complete for future reference.

Two Copyright Office bulletins were reprinted during the year: Bulletin No. 14 containing the copyright laws, and Bulletin No. 15 "Rules and Regulations for the registration of claims to copyright," both revised to date. There was also printed as a single-sheet circular the new copyright act of December 18, 1919.

Legislation

In my last year's report attention was called to the bill H. R. 3754, which had been passed by the House of Representatives on July 23, 1919. It was reported to the Senate and passed on December 8, 1919,[1] and was approved by the President on December 18, 1919.[2] The purpose of the act is to secure retrospective protection in the United States for books by foreign authors published during the war but not protected in the United States because of conditions growing out of the war. The act amends sections 8 and 21 of the copyright statute of March 4, 1909, and reads in part as follows:

Provided, however, That all works made the subject of copyright by the laws of the United States first produced or published abroad after August 1, 1914, and before the date of the President's proclamation of peace, of which the authors or proprietors are citizens or subjects of any foreign State or nation granting similar protection for works by citizens of the United States, the existence of which shall be determined by a copyright proclamation issued by the President of the United States, shall be entitled to the protection conferred by the copyright laws of the United States from and after the accomplishment, before the expiration of fifteen months after the date of the President's proclamation of peace, of the conditions and formalities prescribed with respect to such works by the copyright laws of the United States: *Provided, further,* That nothing herein contained shall be construed to deprive any person of any right which he may have acquired by the republication of such foreign work in the United States prior to the approval of this Act.

The required "similar protection for works by citizens of the United States" was granted by Great Britain by an Order in Council of Feburary 9, 1920, and was met by the President's proclamation of April 10, 1920, extending to subjects of Great Britain and the British Dominions, Colonies, and Possessions, with the exception of the self-governing dominions of Canada, Australia, New Zealand, South Africa, and Newfoundland, all the benefits of the copyright act of March 4, 1909, and the acts amendatory thereof, for all of their works first published in Great Britain after August 1, 1914, and before the President's proclamation of peace.

On January 23, 1920, Hon. William W. Venable introduced a bill[3] to provide copyright in educational games. No action by Congress has followed.

A public printing bill was again introduced on August 9, 1919, by Hon. Edgar R. Kiess, which contains the clause providing that "no Government publication or any portion therefore shall be copyrighted." The bill was favorably reported on August 12[4] and passed the House of Representatives on August 13; on August 15[5] it was referred to the Senate Committee on Printing. The House report explains that the bill "continues the present prohibition against the copyrighting of Government publications." No further action on the bill is recorded.

International Copyright

The passing of the act of December 18, 1919, and the arrangement with the British Government to secure similar protection in Great Britain for American books published during the war are the only steps to be chronicled for the year in relation to international copyright. This arrangement for reciprocal protection should prove of practical benefit to all American authors who have published books during the war; to American publishers who have an interest in these works; to British authors whose works published during the war may still be profitably reprinted in this country, and to the American publishers who may find it advantageous to reprint in the United States such books by British authors. If similar arrangements are made with other countries, as seems probable, the benefits secured by the act of 1919 will be extended to a wider range of works, especially to many interesting and valuable books relating to the war.

The act of 1919, however, is only temporary in its effects and offers no remedy for the acutely unsatisfactory copyright relations between the United States and Great Britain, Canada, and Australia. The present unequal and inadequate exchange of literary-property protection is a matter of nearly 30 years'

[1] 1919 (Dec. 8.) Amendment to copyright act. Mr. Norris, from the Committee on Patents, submitted the following report (to accompany H. R. 3754). 66th Cong., 2d sess. Senate Report No. 326. Printed, 4 pp. 8°.

[2] 1919 (Dec. 18). An act to amend sections 8 and 21 of the copyright act, approved Mar. 4, 1909. (Public No. 102, 66th Cong. H. R. 3754.) Printed, 2 pp. 8°.

[3] 1920 (Jan. 23). A bill to provide for the copyright of educational games. Presented by Mr. Venable. Bill H. R. 12011, 66th Cong., 2d sess. Printed 2 pp. 4°. [Referred to the Committee on Patents.]

[4] 1919 (Aug. 12). A bill to amend and revise the laws relating to the public printing and binding and the distribution of Government publications, and for other purposes. Bill H. R. 8362 (Report No. 227), 66th Cong., 1st sess. Printed, 48 pp. 4°. [Committed to the Committee of the Whole House on the state of the Union.]

1919 (Aug. 12). Congressional printing and binding. Mr. Kiess, from the Committee on Printing, submitted the following report (to accompany H. R. 8362). Report No. 227, 66th Cong., 1st sess. Printed. 52 pp. 8°.

[5] 1919 (Aug. 15). An act to amend and revise the laws relating to the public printing and binding and the distribution of Government publications, and for other purposes. H. R. 8362, 66th Cong., 1st sess. In the Senate of the United States. Printed, 48 pp. 4°. [Read twice and referred to the Committee on Printing.]

standing and requires radical change in order to effect satisfactory solution. There seems to be a general agreement that the fundamental obstacle to a better arrangement is the requirement of American manufacture of books and prints. It is generally agreed that copyright protection should not be subject to this kind of condition. It is the principal obstacle to entry by the United States into the International Copyright Union. The desire has been expressed that the United States should become a member of this union. To do so, however, would require not only the abrogation of the type-setting clause, so far as foreign books are concerned, but the abolition as well of the necessity for deposit of copies and registration. American book publishers believe that an accessible, official registration in the United States of all works in which copyright is claimed is desirable for their business interests. By express provision of law the present certificate of copyright registration is required to be "admitted in any court as prima facie evidence of the facts stated therein"; and this is a great convenience. So far, also, as books, music, and prints deposited in the Copyright Office are added to the collections of the Library of Congress, their use therein advertises the existence of such works, and the copyright proprietor receives the advantages which may come from the distribution to some 2500 libraries of the printed title cards for copyrighted books.

Possibly some middle course might be adopted for foreign books; e. g., the substitution for the deposit of copies for registration of some arrangement for the regular and systematic filing in the Copyright Office of the printed bibliographical records of works published in foreign countries, and the preservation and indexing of such foreign book catalogs in this office. The information thus made available to American publishers might be sufficient for their needs. So far as American copyright works are concerned, the Catalog of Copyright Entries now compiled and printed under provisions of law supplies a complete, well arranged and indexed record of all works copyrighted in the United States and the current issues of this catalog could be supplied to offices in other countries.

If some such arrangement could be substituted for the present requirement of deposit of copies and formal registration of books by foreign authors printed abroad, and the manufacturing conditions of the copyright statute of March 4, 1909, be abrogated, at least so far as foreign works are concerned, the United States might enter the International Copyright Union. If something of this kind can not be agreed upon, special arrangements should be entered into with the English-speaking countries expressly to guarantee full protection in all these countries for the works of authors, playwrights, composers, and artists (who are citizens or subjects of any one of them) from the date of the production or first publication of such works in any one of the countries.

This assured protection for all intellectual works thruout all the English-speaking and reading nations should be free of any technical or merely formal requirements, except such as are mutually agreed upon as desirable.

The retirement of Mr. Arthur Crisfield as the Assistant Register of Copyrights, with a pension under the provision of the new retirement act, calls for some words of special notice. Mr. Crisfield has been associated with the Library of Congress for more than 30 years, and during that whole period has been connected with the copyright work. It has been a service noticeable in several ways. In the first place, his record for attendance is unusual. He was not absent on account of illness at all during the first 25 years of his connection with the Library, and since then only for a few days each year, except during the last few years. In the second place, his has been a service of distinct value and usefulness, and in the third place, his uniform courtesy, helpfulness, and fair-mindedness have been of so fine a character that they have endeared him to each and all of the members of the Copyright Office force. He has recently passed the eightieth anniversary of his birthday, and leaves the office in such good health that his friends can hope that he may have many years before him in which to enjoy his freedom from the obligation of hours and places; with leisure to read, to travel, and to enjoy the society of his friends. He carries with him the best wishes of each member of the Copyright Office.

To Make Paper From Kelp

A PLANT for the manufacture of wall board, heavy paper, roofing and cardboard, all from kelp, is to be erected at Summerland, California, says *The Paper Trade Journal*. The Occidental Chemical Company, which manufactured potash from kelp during the war, is to erect the plant. For some time experiments in the making of paper products from kelp have been in progress and now are declared to be successful. Representatives of the Occidental say one of the largest paper companies in the country has been following the experiments and may take over all the Occidental's interests.

It is said that the success of the venture will do much to solve the country's paper shortage, as the immense beds of kelp along the Santa Barbara coast and around the channel islands, beds that are perpetually renewed, will afford an inexhaustible supply of paper-making material, while fuel oil is obtainable from the ocean bed at Summerland.

"READ BOOKS for enjoyment, for mental recreation, for practical help, for spiritual tonic, for the bettering of whole man, and buy them because they provide more in all these lines than any other purchase at the same price."
—E. P. Street, Frederick A. Stokes Company, New York City, in *New Era Magazine*.

Report of the Librarian of Congress

Selections from Dr. Herbert Putnam's Annual Report

Washington, D. C., December 6, 1920.

Increase of the Library

Adopting the count of printed books and pamphlets made in June, 1902, as accurate, the total contents of the Library, inclusive of the Law Library, at the close of the past two fiscal years, were as follows:

CONTENTS

	1919	1920	Gain
Books	2,710,556	2,831,333	120,777
Manuscripts (a numerical statement not feasible)	.....	.....	.....
Maps and charts (pieces)	163,484	166,448	2,964
Music (volumes and pieces)	848,292	879,400	31,108
Prints (pieces)	409,029	418,976	9,947

NET ACCESSIONS

	1919	1920
Printed books and pamphlets	96,033	120,777
Manuscripts (a numerical statement not feasible)	.....	.....
Maps and charts (volumes and pieces)	3,394	2,964
Music (volumes and pieces)	26,283	31,108
Prints (pieces)	6,738	9,947

The gifts to the Library from unofficial sources aggregated 12,530 volumes and pamphlets.

Gifts from publishers, including gifts of various imported and other noncopyrighted works, numbered 142 volumes, received as follows: From the George H. Doran Company, 48 volumes; E. P. Dutton & Company, 18 volumes; the Funk & Wagnalls Company, 4 volumes; B. W. Huebsch, 1 volume; the John Lane Company, 42 volumes; Longmans, Green & Company, 2 volumes; Plon-Nourrit & Cie, 16 volumes; G. P. Putnam's Sons, 1 volume; the Frederick A. Stokes Company, 9 volumes; and Frederick Warne & Company, 2 volumes.

Interesting examples of writings that served for the instruction or diversion of young people in America a hundred years or more are afforded by a collection that was secured of old-fashioned books for children. Most of the volumes are of the early nineteenth century, while some are of the latter part of the eighteenth century. Often of diminutive size, perhaps never provided with covers, or else provided with covers of wood, or of wall papers of various hues, or of cloth of sober tint, illustrated with cuts of type metal, or wood, or copperplate, the pictures sometimes in color, these books are quaint both in appearance and content. They are, however, among the antecedents of a real literature for children and have value as well in the history of education. Also, with these books, are several of the earliest periodicals intended for children. The collection as a whole contains about 200 titles.

The following editions of the New England Primer have been added: Boston, Thomas Hall, 1795; New England, printed for the purchaser, *circa* 1798; Boston, Manning and Loring, *circa* 1803; Massachusetts, printed for the purchaser, 1812; Haverhill, 1812; Concord, N. H., 1813; Norwich, Conn., 1816; Amherst, 1823.

Division of Manuscripts

The Division of Manuscripts has continued to be the working place of writers of American history and the storehouse from which their materials are drawn. President Roosevelt's letters, now being published in *Scribner's Magazine,* are taken from the collection he placed in the Library, and writers at work on the administrations of two other Presidents have been made welcome to the abundant resources of the Division.

During the year the already large collection of the papers of President Taft has been doubled in extent. There are copies of letters sent; the originals of letters received; reports on special subjects, notably on the pioneer administrative work in the Philippines and on the Panama Canal; photographs of persons, groups, scenes, and occasions; newspaper cartoons, both prints and originals, and other like things. All this mass of material has been gone over carefully. The personal letters and belongings have been taken out and returned to Mr. Taft, the letter books and cases of carbons have been placed on shelves according to dates, and the letters received have been calendared for consultation. The pictures have been labeled and arranged chronologically. The division prefers to have collections sent intact. Only persons accustomed to handling historical papers can discriminate between what are valuable and what are not. Strictly private papers are not wanted and are returned promptly. The Taft papers are not open to consultation at present, nor are the Roosevelt papers; but both collections belong to the Library of Congress and are potentially at the service of historians. They are safe from fire and theft, and they can be used conveniently by persons properly authorized so to do.

The Grover Cleveland papers have been added to by the purchase of 30 letters of President Cleveland to Capt. (afterwards Rear Admiral) Robley D. Evans. The correspondence is of high personal value.

Washington and Franklin papers of more than ordinary historical interest have been acquired by purchase. The Washington documents relate to western land holdings, which he acquired thru the land-bounty grants by the Dunmore proclamation of 1754 for military services during the French and Indian War. They include the autograph draft, signed, of his letter to Lord Botetourt, December 8, 1769; the petition of December 15, 1769, for himself and others, on the subject of the land bounties; his expense account, 1769-1774, in managing the land business for himself and the Virginia officers, together with lists of his western lands, made out in 1794 and 1798; and a

folio page of his observations on the navigation of the Potomac River, drawn up in 1754. All of these manuscripts are in Washington's handwriting and have not been published.

The ten Franklin letters were written to Miss Polly Stevenson, and date from 1760 to 1779. They are autograph drafts and original letters as sent, and they dealt with scientific and personal matters. Franklin explains to her the principles and discusses various physical phenomena, such as air currents, fire, water and tides, and gives friendly advice in matters of a personal nature, when Miss Stevenson appealed to him for assistance. As a small group of Franklin letters, they are rich in sentiment and high in historical value, and it is doubtful if another opportunity to acquire such a collection of Franklin letters will present itself for years.

Various miscellaneous letters were obtained at the same sale which go to increase the historical value of our other collections, such as the Richard Henry Lee, Henry Clay, Gideon Granger, Ebenezer Hazard, and James Monroe papers.

In all the long-established departments there is certain material primarily of historical value which may be properly transferred to the Library and thus made available to students of American history. Because of changes of administration in the departments, the fact that there is authority of law for such transfers to the Library of Congress has to be called to the attention of officials frequently. On the other hand, it is even more necessary to call the attention of Government officials to the fact that even the head of a department subjects himself to severe penalties by giving Government archives to State societies, even where the interest in such papers appears to be largely local. During the year a historical writer, working on the Jackson epoch, sought for a certain document of high value to the history of that period, only to find that, in violation of law, it had been given by Washington authorities to a State historical society, which extolled the value of the gift and praised the unconscious lawbreakers thruout two newspaper columns.

The Library has acquired an original signed letter of Hernando Cortez, the conqueror of Mexico.

The Library has received, as a gift from William B. Chilton, of Washington, D. C., three diaries of Lieut. Theodore Talbot, First United States Artillery, 1843-1850; four letters to his mother (one 1849 and three from Fort Moultrie and Fort Sumter, in November and December, 1860); and his report of his explorations of the Alcea River, Oregon, in 1849. Lieut. Talbot traveled with Frémont on the 1843 expedition to explore the Oregon Trail. This diary covers the period from April 29 to October 13, 1843. Starting from St. Louis, Frémont left the Talbot party toward the end of July, in the effort to find a straight route, a "bee line," to Fort Hall, Idaho. Talbot continued by way of the South Pass and Fort Laramie. October 13, when the diary ends, the difficult and dangerous part of the trip was over, Frémont was but four days' journey ahead of Talbot, and both parties were within reach of Fort Hall.

Two gifts of first importance to the history of the District of Columbia have been made. The late Dr. James Dudley Morgan bequeathed to the Library of Congress his collection of letters and papers relating to the beginnings of the National Capital. The collection is to be known as the Digges-L'Enfant Morgan Papers. Pierre Charles L'Enfant was born in or near Paris in 1754. With other young French officers he came to this country to fight in the Revolution; he was severely wounded while leading an attack on Savannah and later was captured at Charleston. He was known personally and as an engineer by Washington, Lafayette, and the French officers; after peace came, L'Enfant altered the New York City Hall and designed a house for Robert Morris in Philadelphia; and, when Congress entrusted to President Washington the task of planning the permanent capital, L'Enfant applied to be appointed and was entrusted with the work. His plan is the basis of all that is noble in the design of Washington, and also the guide for future development. Hence the papers that embody his ideals have an increasing significance as the City of Washington develops as one of the great capitals of the world.

To the already large Sherman collection have been added the letters from Senator John Sherman to Gen. William Tecumseh Sherman, 1847 to 1890, the gift of Philemon Tecumseh Sherman, Esq., of New York City, a son of Gen. Sherman; and also a long letter from John Sherman, reviewing the causes that led to his resignation from President McKinley's Cabinet. The latter was the gift of Mrs. Mary Sherman McCallum, of Washington, D. C.

Among the unique deposits of the year is a collection of 63 volumes and packets containing diaries and papers of Gen. Montgomery C. Meigs, covering the period 1849 to 1889. Gen. Meigs, alert, vigorous, resourceful, and aggressive, was in favor with President Lincoln during Civil War days; and his diaries, kept in shorthand, are revealing the inner working of affairs during the early days of uncertainty as to men and movements, as the notes are transcribed. The deposit was made by Montgomery Meigs, Esq., of Keokuk, Iowa, in conjunction with Mrs. J. H. Taylor.

From the literary executors of the estate of the late Charles Lang Freer, of Detroit (Mrs. A. H. Freer and Miss Katharine N. Rhoades), the Library has received a group of original manuscripts of Dante Gabriel Rossetti. There are 23 poems which were printed in his works, mostly in "The House of Life," and five that are not found in his collected works; two original autograph letters; numbers one and two of "The Germ"

and three and four of "Art and Poetry." Of the omitted poems is the one "Sacred to the Memory of A—— S——," written on both sides of four leaves of paper.

Another accession is a group of letters from Lydia Maria Child to John Greenleaf Whittier.

Peak of Printing Costs

THE printing business has seemingly reached the peak of its high costs, and consequently of high selling prices, and we may now look for a gradual reduction, says *The Printing Art*. This will be retarded to some extent by the demand for direct advertising that has grown very rapidly in the past few years and the fact that there is actually a shortage of paper and the material from which it can be made.

Those printers who are looking for and demanding a sharp decline in the price of paper and other materials used by the craft would be the first to cry out against a similar reduction in their own prices, but that is just what would happen.

There is no doubt that the next year or so will see material reductions, and that these will come without detriment to the trade, because they will come so slowly that we shall be able to adapt ourselves to the changes of slight degree, while violent change would result in the cancellation of orders in the hope of replacing them at lower figures, which would mean great hardship, if not bankruptcy, for the printers who were tied up with their paper contracts and added machinery.

One more point of importance to the printer and his customer. There will be an eventual return to normal in price; but that normal will not be the normal that existed before the war. In every case, as history proves, the prices that are considered normal after the full recovery from the orgy of spending and high prices that follows these great upheavals are higher than those which were previously considered normal.

There is a reason for this in the fact that the middle and working classes have been able to live better during the war time and are not willing to go back to the old standard. They have tasted the pleasures of better clothing, better dress, more amusements, and more pocket money, and only a panic will drive them to accept even temporarily the former lack of these improved conditions.

By carefully keeping their costs and by selling at a fair profit on the true costs, printers can do their share to hasten the day when prices will gracefully and harmlessly come down to the correct level. But remember that these will be higher than they were before the war, and that wages will remain high, tho in all probability much lower than at present, particularly in the big cities and in metropolitan centers where the increase has been the greatest, and where there has been the most need for it.

Books and the Working Class

HARRODS, the famous London department store has been having a book week, at which some notable speakers talked about books. On one occasion, Sir Arthur Spurgeon, of the publishing house of Cassells, talked about the love of the working class for books. "The greatest readers in this country at the present time belong to the manual workers class," he said.

He was inclined to think that books were far more widely read in the homes of lowly workers "than in the palaces of the great or the mansions of the rich." In this time of change and transition that was a very significant fact.

Sir Arthur quoted the following instances out of his own experience to illustrate democracy's devotion to reading:

I know of hundreds of men in South Wales who have put down six guineas for a Standard Dictionary.

A Labor leader in Sheffield sold 60 copies of the three guinea edition of Wells' "Outline of History" within a fortnight.

We printed 10,000 sets of "The World We Live In" (a geographical book in four volumes), and the whole of that edition was sold within twelve months.

Of "The Scientific History of the Universe," in ten books, 1,000 volumes were sold in a week in one working-class district in Lancashire and 2,000 sets in the valleys of South Wales.

Sir Arthur later stated that the number of new books published in 1913 was 12,397; in 1919 it was 8,622; while the output for 1920, in his belief, would be nearer 6,000. But there was always an opening for the book that was worth publishing.

"Never before has the world been in greater need of the new author," he said.

J. M. Dent, another famous publisher, in the course of an extremely interesting paper on books and their production, referred to those advocates of the French method of binding who were urging English publishers to resort to rude stitching and paper covers, with a view to cheaper books, "A very ugly economy," was Mr. Dent's comment. He argued that such a covering was not worthy of a book that had a message, that we wanted to read again and to lend to a friend.

"DEVELOPMENT of a mine means at last an abandoned hole and a desolate heap of tailings. Development of an oilwell has its final stage in rotting derrick and rusting pipe. But develop a great book—bring to light the riches of truth, the energies of inspiration, the charm of phrase and style; appropriate the wealth and power and joy of it; take it all into your life, and it remains in the book for the next discoverer."

—Dr. Gilbert N. Brink, General Secretary, American Baptist Publication Society, Philadelphia in *New Era Magazine*.

In The Field of the Retailer

The Land *of* Story Books

42 West 51st Street
New York

THIS ILLUSTRATION DOUBLED THE EFFECTIVENESS OF A FOLDER SENT OUT TO PROSPECTIVE CUSTOMERS BY A NEW BOOKSHOP

Keep Your Head and You Will Keep Your Business

BANKS will extend credit to the man who has faith in himself and in his business. Sentiment is contagious. Talk panic and you foster panic. Talk optimism and you inspire optimism. Keep your head and you stand a good chance of keeping your business. Lose your head and you are in danger of losing your business. Last New Year saw us soaring farther and farther away from economic sanity. This New Year sees us moving steadily nearer and nearer economic sanity. The wise business man looks not only to the conditions of the moment but tries to foresee the probable conditions of the morrow. The shortsighted are the most pessimistic today; the farsighted the most optimistic. Let us enter 1921 with characteristic American courage and faith and vision, with cool heads, clear eyes, stout hearts, erect shoulders and firm step.

B. C. Forbes,
In Forbes' Magazine.

How Many Different Articles?

A RECENTLY published estimate of the retail problems of three types of dealers has estimated that the average druggist has 5000 different articles on his shelves, the hardware dealer carries from 6000 to 10,000, and the grocer a little over 1000. The problem of knowing where all this material is and of fitting each item to the demand makes the complication of the retailer's work. It has always seemed that few retail stocks were as complicated as that of a bookstore, altho probably there are but a few of the larger stores which carry as many as 10,000 different titles. Where the retail bookseller's problem lies is that he needs such detailed information about each one of these items. When the list becomes too long, departmentizing is an absolute necessity, if the customer is to receive the best of service. In many cases probably the retailer could obtain as large total sales by eliminating distribution in the standard line, getting the same total sales, but with less goods on hand at any one time.

Lectures on Books

BEGINNING with Thursday evening, February 10th and running thereafter every Thursday evening until April 28th, there is to be held in the public lecture room of the New York Public Library a series of talks on books and libraries under the direction of the New York Library and in charge, as was the series last year, of Miss Margaret Jackson. The lectures will be preceded by round table discussion based on books suggested by the subject of the evening. The Library School extends an invitation to all of the New York book-trade to attend any of these lectures or discussions. The series is as follows:

February 10—International Economic Co-operation. Thomas W. Lamont, J. P. Morgan & Co.

February 17—Three Great Victorians: Arnold, Browning and Carlyle. Dr. John Kelman, Pastor, Fifth Avenue Presbyterian Church, New York.

February 24—American ideals. Allen T. Burns, Director of the "Study of Methods of Americanization."

March 3—Intellectual Horizons in England. S. K. Ratcliffe, New York representative of the *Manchester Guardian.*

March 10—How to Choose Books On the War for Libraries with Limited Funds. Dr. Herbert Adams Gibbons, author of "The New Map of Europe," "France and Ourselves."

March 17—The Industrial Plant Library and How It Can Be Encouraged. Ida M. Tarbell, Editor and Author.

March 24—Suggestions to the Children's Librarian from Modern Education. Dr. William H. Kilpatrick, Professor of Education, Teachers' College.

March 31—Some Books Dealing with Present Social and Industrial Problems. Corinne Bacon, Editor of the "Standard Catalog" series.

April 7—Criticism and Reviewing. Henry Seidel Canby, Editor of *Literary Review,* N. Y. Evening *Post.*

April 14—The Newspaper. Mr. Frank I. Cobb, Editor the N. Y. *World.*

April 21—Biography *versus* the Biographical Novel, with a Glance at a Few Biographies. Corinne Bacon.

April 28—Publishing and Distribution of Books. Lowell Brentano.

A Valuable Reference Book

FOR a great many years, a German handbook called "Minerva" was the standard reference book for information with regard to institutions of learning thruout the world. Every good reference library had a copy and turned to it for information that could be had from no other source. During our first year in the war, a lady called on a librarian in central Texas for information as to the name of some one on the faculty of a university in that same state. The librarian, being well trained in the use of her reference books, turned to "Minerva" and gave the information promptly. The inquirer, however, was greatly shocked to think that a German reference book should be in use to find information about American institutions of learning, and yet no other reference book would have given that information so promptly.

A. & C. Black of London is trying to supply a similar book, which is now issued simultaneously in London and by the Macmillan Company, New York, entitled "Athena: A Yearbook of the Learned World." If its publishers prove as indefatigable as were the German publishers in gathering the information the book will be an invaluable reference book, and may be appreciated by publishers of textbooks, as well as others in search of addresses. Some of the American universities seem to have failed to answer the publishers' inquiry, as under the University of Pennsylvania we find "No particulars received" and under Purdue University the same information. It is hoped that the later editions will gather this information more completely.

Battle of the Books

ENGLISH papers tell of an interesting debate on the condition of the English novel between Hugh Walpole and Gilbert K. Chesterton, which took place shortly before Mr. Chesterton's departure for America. Edmund Gosse was the judge.

The chief points of the two debaters were as follows:

Mr. Chesterton—The modern novel is a sign of social decay.

There is no form in it—no limits to what you can put into it—from a recollection of travels in Iceland to a dissertation on proportional representation.

It is a sack into which the writer can stuff any kind of thing he has about him.

The novel of the future, if novelists continue on their present lines, will need no hero and heroine.

Mr. Walpole—This argument is disproved by the works of Thomas Hardy, Joseph Conrad, Rudyard Kipling, and Henry James—four of the greatest novelists of any period.

They are masters of form compared with Richardson and Trollope, Dickens, and even Disraeli.

The modern novelist's chief trouble is his anxiety about form. He can't get away from the obsession of form.

Mr. Chesterton imagines he sees the twilight of the novel, but I see the dawn of a greater perfection.

Mr. Gosse—(summing up)—I cannot award the prize to either of you.

We know nothing we did not know before, and we feel much less sure of what we do know.

We have had a very interesting discussion, but it has thrown no light whatever on the subject.

And so the battle ended.

Among the Publishers

A Week's Gleanings of Book-trade News

MARY DIXON THABER, whose latest book, "The Intellectuals" will be published by Dorrance, February 12, is not a wholly bookish person. She has recently acquired—to have and to hold—the Eastern Tennis Championship of the United States.

THE 1921 Volume 1 Automobile Blue Book (New York, Ontario and adjacent Canada) goes to press February 8. It will be ready in April and will be brought right up to date, with many new maps, new points of interest and several new features.

MOFFAT, YARD & Company have just received from Johan Bojer a collection of short love stories that show the author of "The Great Hunger" and "The Power of a Lie" in an altogether new mood. These will soon make their appearance in various American magazines.

HOUDINI, the magician, known all over the world for his marvelous feats, has written a book of exposure, "Miracle Mongers and Their Methods," which will give a complete account of how the strong men and the sword swallowers and the fire eaters and the human ostriches and all the other professional workers of marvels delude their audiences. It will be published the latter part of next week by E. P. Dutton & Co.

BEFORE he finally became actively absorbed in his devotion to Sinn Fein the late Terence MacSwiney, Lord Mayor of Cork, wrote a book on "The Principles of Freedom" in which he set forth the desires, the visions, the ideas and the aims which animate the organization for whose benefit he gave his life. It will be published about the first of February by E. P. Dutton & Co., and then American readers can learn from the pen of the man who made himself, perhaps the most widely known protagonist of the cause of the complete separation of Ireland from England, just what are the guiding convictions of Sinn Fein.

While in England, Vachel Lindsay was asked about the future of Anglo-American friendship. The Springfield poet answered characteristically: "I believe many things are working for a unity of the nations, for a great unity of the peoples. And there are other forces fighting against it. And I believe that one of the greatest, most dependable, best defended bulwarks of world peace is—the English dictionary."

"Some of your poems, Mr. Lindsay, bear the caption 'in the American language.'"

"Yes, but the American language is made up of English words And in that common language lies a great hope."

"MUCH ADO About Peter" an early popular story of Jean Webster's will be published by the Century Co. this spring in a new illustrated edition.

VOLUME 3 of "The Cambridge History of American Literature" has now been completed. As Volume 3 is published in 2 volumes, the set consists of four volumes (Putnams).

HUGH WALPOLE has apparently contracted the prize-taking habit. Last year he was awarded the Tait Black Prize by the University of Edinburgh for "The Secret City" as the finest novel in 1919. This year he has walked off with the prize again, this time for "The Captives," which was published in this country a few weeks ago by George H. Doran Company.

AMONG the interesting new books on the Cosmopolitan spring list are: a new novel by a new Cosmopolitan author, "The Kingdom Round the Corner" by Coningsby Dawson; a new volume from the pen of James Oliver Curwood, "God's Country;" and "Find The Woman" a novel of youth and mystery, by Arthur Somers Roche.

PUTNAMS have recently published three boons which will appeal to the large theater-loving public. These are: "The Bad Man," Porter Emerson Browne's delicious play, now converted into a novel by Charles Hanson Towne, the former editor of *McClure's;* "Enter Madame," a play in three acts, by Gilda Varesi and Dolly Byrne. Gilda Varesi is the unusually versatile, for she plays the leading rôle in her popular play; and "Deburau," by Sacha Guitry, translated by Granville Barker, which had a successful season in Paris, and is produced in New York by Belasco.

GEORGE MCMANUS, the cartoonist has embarked upon the publishing business. Another book of his "Bringing Up Father" cartoons in colors will appear in March. The Embee Distributing Co., under whose imprint the book is published was organized by Mr. McManus over a year ago for the purpose of manufacturing and distributing his "Bringing Up Father" game. The success of this game as well as of the "Bringing Up Father" books in black and white which are published by Cupples & Leon, has emboldened Mr. McManus to undertake a book in colors on his own hook. The book will be handled by the American News Company and its branches. The sales of the black and white books of these cartoons in two years has reached the 2,500,000 mark.

Changes in Prices

GEORGE H. DORAN COMPANY

All Walpole Books Changed to $2.00.

The Captives	$2.00
Jeremy	from $1.90 to $2.00
The Secret City	from $1.90 to $2.00
The Green Mirror	from $1.90 to $2.00
The Dark Forest	from $1.90 to $2.00
The Golden Scarecrow	from $1.90 to $2.00
The Duchess of Wrexe	from $1.90 to $2.00
Fortitude	from $1.90 to $2.00
The Wooden Horse	from $1.90 to $2.00
Maradick At Forty	from $1.90 to $2.00
The Prelude to Adventure	from $1.90 to $2.00
The Gods and Mr. Perrin	from $1.90 to $2.00
By Margaret Pedler.	
The Splendid Folly	$1.90
The Hermit of Far End	from $1.75 to $1.90
The House of Dream-Come-True	from $1.75 to $1.90

Penn Prizes

IN the Penn Publishing for the persons who sold the greatest number of "Betty Wales" books between July and January, for which the reward was a Betty Wales dress, the following were the prize winners:

Laura Billing—Himebaugh & Browne, New York.

Mrs. K. J. Wood—Himebaugh & Browne, New York.

Miss C. A. Ford—W. K. Stewart Company, Indianapolis.

In the recent contest for opinions of "The Trumpeter Swan" by Temple Bailey, conducted by the Penn Publishing Co., the prize winners were:

First: J. H. Roesgen with the George W. Jacobs Co., Philadelphia.

Second: Genevieve B. Abraham with Newbegin's, San Francisco.

Third: Patricia D. Hunt with John V. Sheehan, Detroit.

Fourth: Mabel A. Zahn with Charles Sessler, Philadelphia.

Fifth: L. C. Hopkins with Chas. Scribner's Sons, New York.

In the Librarians' Contest for opinions on "The Trumpeter Swan" by Temple Bailey, the prizes were awarded as follows:

First: Nellie N. Rowe, Public Library, Greensboro, N. C.

Second: Mary A. Eastman, Kansas City Public Library, Kansas City, Mo.

Third: Mildred C. Graham, Atlantic City Public Library, Atlantic City, N. J.

Fourth: Grace Blanchard, City Librarian, Concord, N. H.

Fifth: Katherine Reed, Lombard Library, Galesburg, Ill.

Postal Announcement

UNDER an agreement made with the postal administration of France, effective February 1, 1921, the maximum weight limit of parcel-post packages exchanged between the United States and France is increased from 11 pounds (5 kilograms) to 22 pounds (10 kilograms).

The foregoing is applicable to parcels for and from the United States and its island possessions on the one hand and continental France, Corsica, Algeria, Tunis, French Morocco, and the Principality of Monaco, on the other hand.

TIME—OPPORTUNITY—TIDE

Time waits for no man—and Opportunity travels with Time!

As for the Tide—it's a bit different; you can ride away! You have been riding the high tide of prosperity. But don't forget the ebb—Be prepared!

WORK AND SAVE—REGULARLY while your health and earnings are at high mark, provide against ill turns!

INVEST YOUR SAVINGS IN GOVERNMENT SAVINGS SECURITIES

Personal Notes

R. R. BOWKER, Editor-in-Chief of the PUBLISHERS' WEEKY, sailed from Baltimore on January 22nd for a sea trip to Hawaii. He plans to be back in New York about the end of March.

Periodical Notes

The Measure, a new magazine of poetry, sends out its prospectus from its office, 449 West 22nd Street, New York City. Nine poets line up as editors, three at a time taking charge. Their names in alphabetical order read: Maxwell Anderson, Padraic Colum, Agnes Kendrick Gray, Carolyn Hall, Frank Hill, David Morton, Louise Townsend Nicoll, George O'Neill, Genevieve Taggard.

Business Notes

BALTIMORE, MD.—William Scheffenacker & Co. has recently been incorporated.

NEW YORK CITY.—J. F. Tapley Company's bindery has been removed from West 37th Street to the Metropolitan Building at Thompson Avenue and Court Street, Long Island City.

NEW YORK CITY—At the January meeting of the Board of Directors of Biddle Business Publications, Inc., the following officers were elected: H. F. Biddle, President; Frank Dorian, Vice President; James G. Staley, Treasurer; E. A. Roop, Secretary.

WASHINGTON, D. C.—Daniel Schiller, after a vacation of two years, is starting a second-handbookshop at 601 D. St., N. W.

WORCESTER, MASS.—Denholm & McKay has suffered recent fire loss.

WORCESTER, MASS.—The J. I. Williams Book Company sustained a complete loss in the recent fire that destroyed a million dollars worth of property in this city. It was fully covered by insurance. Publishers are requested to send catalogs and price lists.

Directory of Publishers, Printers and Authors Issuing Books During 1920

Abbott Press, San Francisco, Cal.
Abingdon Press, 150 Fifth Ave., New York.
Academy of Political Science, 116th St. and Broadway, New York.
Adams (R. G.) & Co., 1836 N. High St., Columbus, O.
Adhem (Ben) Press, Bala, Pa.
African Methodist Episcopal Book Concern, 631 Pine St., Philadelphia, Pa.
Afro-American Co., Inc., 628 N. Eutaw St., Baltimore, Md.
Akers, MacRitchie & Hurlbut, Hillsdale, Mich.
Alabama. Department of Education, Montgomery, Ala.
Alison (Annette), 921 Cypress St.. Oakland, Cal.
All Souls Unitarian Church, Women's Alliance, 104 E. 20th St., New York.
Allen (Mrs. Aseyeh), 804 B St., S. W., Washington, D. C.
Allen (Morse S.), Trinity College, Hartford, Conn.
Allen (Waldo Morgan), c/o Durand & Kasper Co., Lake & Unison Sts., Chicago, Ill.
Allerey Press, Ames, Ia.
Allied Code Co. of the United States, 233 Broadway, New York.
Allyn & Bacon, 50 Beacon St., Boston, Mass.
Altemus (Henry) Co., 1326 Vine St., Philadelphia, Pa.
Altoona Tribune Co., Altoona, Pa.
Ambrose (F. M.) & Co., Boston, Mass.
America Press, 173 E. 83d St., New York.
American Academy of Political & Social Science, 36th St. and Woodland Ave., Philadelphia, Pa.
American Acceptance Council, 111 Broadway, New York.
American Anthropological Association, Lancaster, Pa.
American Art Publishing Co., 108 Park Row, New York.
American Association for International Conciliation, 407 W. 117th St., New York.
American Association for Labor Legislation, 131 E. 23d St., New York.
American Automobile Association, Riggs Building, Washington, D. C.
American Automobile Digest, Butler Bldg., Cincinnati, O.
American Baptist Publication Society, 1701 Chestnut St., Philadelphia, Pa.
American Bee Journal, Hamilton, Ill.
American Book Co., 100 Washington Sq., New York.
American Bureau of Engineering, 1601 S. Michigan Ave., Chicago, Ill.
American City Bureau, 154 Nassau St., New York.
American Civil Liberties Union, 138 W. 13th St., New York.
American Code Co., 206 Broadway, New York.
American Commerce Association, Chicago, Ill.
American Committee for Helping Italian War Blind, 111 E. 59th St., New York.
American Constitutional League of Wisconsin, 68 Wisconsin St., Milwaukee, Wis.
American Credit-Indemnity Co., 511 Locust St., St. Louis, Mo.
American Electric Railway Association, 8 W. 40th St,. New York.
American Entomological Society, Philadelphia, Pa.
American Exporter, 17 Battery Pl., New York.
American Face Brick Association, 110 S. Dearborn St.. Chicago, Ill.
American Farming, 537 S. Dearborn St., Chicago, Ill.
American Fur Buyer, 71 W. 23d St., New York.
American Gymnastic Union, National Executive Committee, Indinapolis, Ind.
American-Hellenic Society, Columbia University P. O., Sub-Station 84, New York.
American Historical Society, 265 Broadway, New York.
American Institute of Weights and Measures, 115 Broadway, New York.
American Issue Publihing Co., Westerville, O.
American Jewish Historical Society, 38 Park Row, New York.
American Jewish Weekly, 75 Fifth Ave., New York.
American Library Association, 78 E. Washington St., Chicago, Ill.
American Library Association Publishing Board, 78 E. Washington St., Chicago, Ill.
American Lithographing & Printing Co., 410 S. 4th St., Des Moines, Ia.
American Lutheran Bible Society, 120 W. Cumber- Ave., Knoxville, Tenn.
American Medical Association, 535 N. Dearborn St., Chicago, Ill.
American Museum of Natural History, Columbus Ave. and 77th St., New York.
American Ore Reclamation Co., 71 Broadway, New York.
American Paint and Oil Dealer, 306 Pontiac Bldg., St. Louis, Mo.
American Paper & Pulp Association, 18 E. 41st St., New York.
American Photographic Publishing Co., 221 Columbus Ave., Boston, Mass.
American Poultry School, 115 E. 31st St., Kansas City, Mo.
American Printing Co., Monticello, Ill.
American Public Health Association, 169 Massachusetts Ave., Boston, Mass.
American Sabbath Tract Society, Babcock Bldg., Plainfield, N. J.
American-Scandinavian Foundation, 25 W. 45th St., New York.
American Seamen's Friend Society, 76 Wall St., New York.
American Social Hygiene Association, 105 W. 40th St., New York.
American Sports Publishing Co., 45 Rose St., New York.
American Steamship Owners' Mutual Protection and Indemnity Association, 49 Wall St., New York.
American Sunday School Union, 1816 Chestnut St., Philadelphia, Pa.
American Technical Society, Drexel Ave. cor. 58th St., Chicago, Ill.
American Tract Society, 101 Park Ave., New York.
American Union Against Militarism, 203 Westory Bldg., Washington, D. C.
American Unitarian Association, 25 Beacon St., Boston, Mass.
American Veterinary Publishing Co., 9 S. Clinton St., Chicago, Ill.
American Wood Working Machinery Co., Rochester, N. Y.
American Writing Paper Co., 9 Main St., Holyoke, Mass.
American X-Ray Publishing Co., 127 W. 26th St., New York.
Amsterdam Advertising Co., Amsterdam, N. Y.
Anaconda Copper Mining Co., 42 Broadway, New York.
Anchor Publishing Co., Los Angeles, Cal.
Anderson (A. H.), 314 Brown Block, Omaha, Neb.
Anderson (Otto E.), Minneapolis, Minn.
Anderson (W. H.) Co., 524 Main St., Cincinnati, O.
Anderson Printing Co., 416 J St., Sacramento, Cal.
Andrus & Church, 143 E. State St., Ithaca, N. Y.
Ann Arbor Press, Ann Arbor, Mich.
Anti-Saloon League of America. Westerville. O.
Appleton (D.) & Co., 35 W. 32d St., New York.
Archer-Burton (Mrs. E.), 117 Elizabeth St., Salisbury, Md.
Architectural Book Publishing Co., 31 E. 12th St., New York.
Archives of Psychology, Sub-station 84, New York.
Arens (Egmont), 17 W. 8th St., New York.
Arizona Archaeological and Historical Society, Tucson, Ariz.
Arizona. State Council of Defense, Phoenix. Ariz.
Armenian National Union of America, 1 Madison Ave., New York.
Armour & Co., Union Stock Yards, Chicago. Ill.
Armstrong (Anna Rebecca), Castleton, Vt.
Art. Book and Crafts Shop, 2725 Broadway, New York.
Aryan Publishing Co., Lancaster, O.
Aryan Theosophical Press, Point Loma, Cal.

Associated Industries of Massachusetts, 1034 Kimball Bldg., Boston, Mass.
Association of Life Insurance Presidents, 165 Broadway, New York.
Association Press, 347 Madison Ave., New York.
Atkinson (Wilmer) Co., 232 W. Washington Sq., Philadelphia, Pa.
Atkinson Press, Ithaca, N. Y.
Atlantic Monthly Press, 8 Arlington St., Boston, Mass.
Aughinbaugh (William Edmund), 38 Park Row, New York.
Augsburg Publishing House, 425 S. 4th St., Minneapolis, Minn.
Augustana Book Concern, Rock Island, Ill.
Austin Publishing Co., Los Angeles, Cal.
Automobile Blue Book Publishing Co., 243 W. 39th St., New York.
Automobile Engineering Co., Chicago, Ill.
Ayer (Josiah M.), 79 Milk St., Boston, Mass.
Ayer (N. W.) & Son, 302 Chestnut St., Philadelphia, Pa.
Azoth Publishing Co., Book Department, 11 Hamilton Pl., New York.
Bachman (William Elmer), 120 W. 4th St., Hazleton, Pa.
Badger (Richard G.), 194 Boylston St., Boston, Mass.
Bahai Publishing Society, 4319 Lake Park Ave., Chicago, Ill.
Baird (Henry Carey) & Co., 2 W. 45th St., New York.
Baker (Walter H.) & Co., 5 Hamilton Pl., Boston, Mass.
Baker & Taylor Co., 354 Fourth Ave., New York.
Baker, Murray & Imbrie, Inc., 97 Chambers St., New York.
Baker, Voorhis & Co., 45 John St., New York.
Bakers Review, 233 Broadway, New York.
Baldwin (Bird Thomas), Iowa City, Ia.
Ball Publishing Co., 147 Summer St., Boston, Mass.
Baltimore Harbor Board, Baltimore, Md.
Bancroft-Whitney Co., Inc., 200 McAlister St., San Francisco, Cal.
Bank of Detroit, Detroit, Mich.
Bankers Publishing Co., 253 Broadway, New York.
Bankers Trust Co., 16 Wall St., New York.
Banta (George) Publishing Co., Menasha, Wis.
Baptist Sunday School Board, 161 Eighth Ave., Nashville, Tenn.
Baraboo News Publishing Co., Baraboo, Wis.
Bardeen (Charles William), 315 E. Washington St., Syracuse, N. Y.
Barker (E. Frye), 15 W. 107th St., New York.
Barnes (A. S.) Co., 30 Irving Pl., New York.
Barnum & Flagg, San Bernardino, Cal.
Barrie's (George) Sons, 1313 Walnut St., Philadelphia, Pa.
Barry (James H.) Co., 1122 Mission St., San Francisco, Cal.
Barse & Hopkins, 23 E. 26th St., New York.
Bass (William W.), P. O. Box 15, Grand Canyon, Ariz.
Bates (Mrs. J. A.), 311 Kirby Ave., Champaign, Ill.
Baylor University Press, Waco, Tex.
Beacon Press, 25 Beacon St., Boston, Mass.
Bean (E. H.), 71 E. State St., Columbus, O.
Beauchamp (A. A.), 603 Boylston St., Boston, Mass.
Beckley-Cardy Co., 312 N. Randolph St., Chicago, Ill.
Bedell (Frederick), Ithaca, N. Y.
Bell (William Murray), 6 E. Lake St., Chicago, Ill.
Bellman Co., Minneapolis, Minn.
Bender (Matthew) & Co., 109 State St., Albany, N. Y.
Bennett (George), Iowa City, Ia.
Benton Publishing Co., 316 Grant Bldg., Los Angeles, Cal.
Benton Review Shop, Fowler, Ind.
Benziger (Blase) & Co., 98 Park Pl., New York.
Benziger Bros., 36 Barclay St., New York.
Berg (Charles W.), 1130 Bitting Ave., Wichita, Kan.
Berkshire Life Insurance Co., Pittsfield, Mass.
Berlitz (Maximilian Delphinus), 30 W. 34th St., New York.
Bernheim (Beatrice B.), 404 Riverside Drive, New York.
Berryhill Co., 42 E. Washington St., Phoenix, Ariz.
Bessemer Gas Engine Co., Grove City, Pa.
Bethel Publishing Co., 122 Russell St., Portland, Ore.
Bettens (Edward Detraz), 130 W. 87th St., New York.
Beuchler Printing Co., 332 W. Main St., Belleville, Ill.
Bible Conference Committee, 1723 Spring Garden St., Philadelphia, Pa.
Bible Institute Colportage Association, 826 N. La Salle St., Chicago, Ill.
Bible Institute of Los Angeles, Los Angeles, Cal.
Bible Truth Depot, Swengel, Pa.
Biblioteca Romana, 72 Greenwich St., New York.
Bibliotheca Sacra Co., Oberlin, O.
Biddle Press, 210 W. Washington Sq., Philadelphia, Pa.
Biddle Publishing Co., 19 W. 44th St., New York.
Birchard (C. C.) & Co., 221 Columbus Ave., Boston, Mass.
Bisel (George T.) Co., 724 Sansom St., Philadelphia, Pa.
Blakeslee (Fred Gilbert), 359 Sigourney St., Hartford, Ct.
Blakiston's (P.) Sons & Co., 1012 N. Walnut St., Philadelphia, Pa.
Blaw-Knox Co., Pittsburgh, Pa.
Bloch Publishing Co., 16 W. 23rd St., New York.
Bobbs-Merrill Co., 18 University Sq., Indianapolis, Ind.
Boericke & Runyon, 57 W. 39th St., New York.
Boericke & Tafel, 1011 Arch St., Philadelphia, Pa.
Boni & Liveright, 105 W. 40th St., New York.
Book Stall, 113 Fulton St., New York.
Bookfellows (The), 5320 Kimbark Ave., Chicago, Ill.
Borden's Farm Products Co., 63 Vesey St., New York.
Borglum (Gutzon), 166 E. 38th St., New York.
Borner (Florence), Bismarck, N. D.
Boston. City Planning Board, Boston, Mass.
Boston League of Women Voters, Committee on Education for Citizenship, Boston, Mass.
Boston Music Co., 26 West St., Boston, Mass.
Boston. Statistics Department, 73 City Hall, Boston, Mass.
Bowman Publishing Co., 1423 Broadway, New York.
Boy Scouts of America, 200 Fifth Ave., New York.
Boy Scouts of America, Greater Boston Federation, 453 Washington St., Boston, Mass.
Brackett (Aurick S.), 3851 Denker Ave., Los Angeles, Cal.
Bradley (Milton) Co., 49 Willow St., Springfield, Mass.
Brandow Printing Co., 883 Broadway, Albany, N. Y.
Brann Publishers, 130 E. 25th St., New York.
Breeders' Gazette, 542 S. Dearborn St., Chicago, Ill.
Brentano's, Fifth Ave. and 27th St., New York.
Bridal Call Publishing House, 125½ S. Spring St., Los Angeles, Cal.
Bridgeport Brass Co., Bridgeport, Conn.
Bridgman (Edward C.), Pelham, N. Y.
Britton Printing Co., Caxton Bldg., Cleveland, O.
Brockton Honor Roll Committee, Brockton, Mass.
Brokaw (E. V.) & Bro., 8 Cedar St., New York.
Brooklyn Daily Eagle, Washington St. cor. Jackson St., Brooklyn, N. Y.
Brooklyn Museum, Eastern Parkway, Brooklyn, N. Y.
Brostrom (Ernest O.), Reliance Bldg., Kansas City, Mo.
Brown (Alexander) & Sons, Baltimore, Md.
Brown (Earl S.), Vevay, Ind.
Brown (Ernest Vinton), Concord, N. H.
Brown (Henry Collins), 15 E. 40th St., New York.
Brown (Henry W.), Custer, Wash.
Brown (Nicholas L.), 80 Lexington Ave., New York.
Brown (Rome G.), 1000 Metropolitan Life Bldg., Minneapolis, Minn.
Brown & Sharpe Manufacturing Co., Providence, R. I.
Brown & White Corporation, Seattle, Wash.
Brown Bros. & Co., 59 Wall St., New York.
Brown-Morrison Co., Lynchburg, Va.
Brown-Robertson Co., 7 W. 42d St., New York.
Brown University, Providence, R. I.
Browne (Herbert S.) Co., 608 S. Dearborn St., Chicago, Ill.
Brownlow (William J.), 105-09 Euclid Ave., Cleveland, O.
Bruce Publishing Co., 129 Michigan St., Milwaukee, Wis.
Bruno (Guido), 216 W. Water St., Milwaukee, Wis.
Bruns (Henry Arnold), 14,640 Coit Road, Cleveland, O.

Brunt (W. N.) Co., 762 Mission St., San Francisco, Cal.
Bryant (James William) Press, 324 Munsey Bldg., Washington, D. C.
Buchanan (E. S.), Box 172, Mt. Kisco, N. Y.
Buck & Hammesfahr, 30 N. Michigan Ave., Chicago, Ill.
Buffalo Historical Society, Buffalo, N. Y.
Buffalo Public Library, Buffalo, N. Y.
Bufton Book Co., Scarritt Bldg., Kansas City, Mo.
Burbank (A. S.), 19 Court St., Plymouth, Mass.
Bureau of Applied Economics, 921 15th St., N. W., Washington, D. C.
Bureau of Commercial Economics, Washington, D. C.
Bureau of Information, Box 432, Seattle, Wash.
Bureau of National Literature, 141 W. 36th St., New York.
Bureau of Railway Economics, 13th and F Sts., Washington, D. C.
Bureau of Statistics and Information, Albany, N. Y.
Burford (W. B.), 38 S. Meridian St., Indianapolis, Ind.
Burke (J. W.) Co., 406 Cherry St., Macon, Ga.
Burnett (James Jehu), Jefferson City, Tenn.
Burroughs Wellcome & Co., 18 E. 41st St., New York.
Burt (A. L.) Co., 114 E. 23d St., New York.
Burton Publishing Co., 509 E. 9th St., Kansas City, Mo.
Business Training Corporation, 185 Madison Ave., New York.
Butler (Joseph Green), Youngstown, O.
Butler Bros., 495 Broadway, New York.
Byrne (John) & Co., 715 14th St., N. W., Washington, D. C.
Cadmus Book Shop, 312 W. 34th St., New York.
Cahill Publishing Co., 860 Pacific Bldg., San Francisco, Cal.
California Academy of Sciences, San Francisco, Cal.
California. Commission of Immigration and Housing, 525 Market St., San Francisco, Cal.
California Farmers Co-operative Association, San Francisco, Cal.
California State Auto Association, San Francisco, Cal.
Califronia State Board of Education, Sacramento, Cal.
California State Board of Forestry, Sacramento, Cal.
California State Board of Health, San Francisco, Cal.
California State Mining Bureau, Ferry Bldg., San Francisco, Cal.
California State Printing Office, Sacramento, Cal.
Callaghan & Co., 401 E. Ohio St., Chicago, Ill.
Campbell (Richard Posey), 94 Bush St., Ashland, Ore.
Campbell (William J.), 1623 Chestnut St., Philadelphia, Pa.
Campbell Commercial School, Cincinnati, O.
Canion (W. G.), Baltimore, Md.
Carey (Thomas Joseph), 143 W. 96th St., New York.
Carmelite Convent, 18th and Viscount Sts., St. Louis, Mo.
Carmichael (Charles Theophilus), Baptist Bible Institution, New Orleans, La.
Carnegie Endowment for International Peace, Washington, D. C.
Carnegie Foundation for the Advancement of Teaching, 576 Fifth Ave., New York.
Carnegie Institution of Washington, Washington, D. C.
Carnegie Library of Pittsburgh, Pittsburgh, Pa.
Carrier Engineering Corporation, 39 Cortlandt St., New York.
Carruth & Carruth, 1316 Webster St., Oakland, Cal.
Carter (Henry H.), Newtonville, Mass.
Carver Chiropractic College, Book Department, 312 W. 72nd St., New York.
Caspar (C. N.) Co., 454 E. Water St., Milwaukee, Wis.
Castle Press, Philadelphia, Pa.
Catholic Book Co., Hawley Bldg., Wheeling, W. Va.
Catholic Education Press, 1326 Quincy St., N. E., Washington, D. C.
Catholic Union Store, 682 Main St., Buffalo, N. Y.
Catholic University of America, Washington, D. C.
Central Kansas Publihing Co., Salina, Kan.
Century Co., 353 Fourth Ave., New York.
Century History Co., 117 W. 48th St., New York.
Chamber of Commerce of the Borough of Queens, Bridge Plaza, Long Island City, N. Y.
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Leighton (Frederick), Oswego, N. Y.
Leland Stanford Junior University, Stanford University, Cal.
Lemcke & Buechner, 32 E. 20th St., New York.
Leonard (W. M.), 101 Tremont St., Boston, Mass.
Leslie-Judge Co., 225 Fifth Ave., New York.
Lester (John Ashby), Pottstown, Pa.
Lewis (Harry J.), 336 Fourth Ave., Pittsburgh, Pa.
Lewis Historical Publishing Co., 317 Broadway, New York.
Lewis Institute, Structural Materials, Research Laboratory, Chicago, Ill.
Ley (F. T.) & Co., 19 W. 44th St., New York.
Liberty History Co., 156 Fifth Ave., New York.
Liberty Mutual Insurance Co., 185 Devonshire St., Boston, Mass.
Library Employees' Union of Greater New York, No. 15590, Central Park W., New York.
Lichtentag (Alexander), New Orleans, La.
Lilly (Eli) & Co., 224 E. McCarty St., Indianapolis, Ind.
Lindlahr Publishing Co., 515 S. Ashland Blvd., Chicago, Ill.
Lindsay (Nicholas Vachel), 603 S. 5th St., Springfield, Ill.
Linton (C. E.), Waldport, Ore.
Lippincott (J. B.) Co., E. Washington Sq., Philadelphia, Pa.
Lipschuetz & Katz, Portland, Ore.
Littell (Joseph), 2217 Broadway, Indianapolis, Ind.
Little (W. C.) & Co., 16 Steuben St., Albany, N. Y.
Little, Brown & Co., 34 Beacon St., Boston, Mass.
Little Publishing Co., Spring Grove, Va.
Littlebooks Library, 80 Washington Sq., New York.
Loetzer (Christian Ernest), Sayre, Pa.
Long (James Scott), Lehigh University, Bethlehem, Pa.
Long (Lindley Grant), 912 Harvard Blvd., Dayton, O.
Longmans, Green & Co., Fourth Ave. and 30th St., New York.
Loomis & Co., 266 Devonshire St., Boston, Mass.
Lothrop, Lee & Shepard Co., 93 Federal St., Boston, Mass.
Louisiana Historical and Biographical Association, 53 National Realty Bldg., New Orleans, La.
Lovell (Frank F.), Bible House, New York.
Lovett (Robert Scott), 120 Broadway, New York.
Loyola University Press, 1076 W. 12th St., Chicago, Ill.
Lozano, 118 N. Santa Rosa Ave., San Antonio, Tex.
Luce (John W.) & Co., 212 Summer St., Boston, Mass.
Lundeen Publishing Co., Fergus Falls, Minn.
Lutheran Book Concern, 55 E. Main St., Columbus, O.
Lybeus Publishing Co., Box 878, New Orleans, La.
Lyman (George Hinckley), 351 Commonwealth Ave., Boston, Mass.
Lyons (J. B.) Co., Albany, N. Y.
Lyons & Carnahan, 623 S. Wabash Ave., Chicago, Ill.
Macaulay Co., 15 W. 38th St., New York.
McBride (R. M.) & Co., 7 W. 16th St., New York.
McCann (J. A.) Co., 186 W. 4th St., New York.
McCarthy (T. F.), 853 Market St., Kingston, Pa.
McClatchy (James) & Co., 911 Seventh St., Sacramento, Cal.
McClurg (A. C.), 330 E. Ohio St., Chicago, Ill.
McCormick Medical College, 2100 Prairie Ave., Chicago, Ill.
McCullough (W. J.), 23 McCullough Bldg., Davenport, Ia.
McDaniel Publishing Co., Cedar Rapids, Ia.
McDevitt-Wilson's, 30 Church St., New York.
McEwan Shorthand Corp., 72 W. Adams St., Chicago, Ill.
McGrath-Sherrill Press, 270 Congress St., Boston, Mass.
McGraw-Hill Book Co., 370 Seventh Ave., New York.
Machinery Co. of America, Big Rapids, Mich.
McIndoo Publishing Co., 912 Grand Ave., Kansas City, Mo.
McIntyre (Carlyle Chattan), 498 Manzanta Ave., Sierra Madre, Cal.
McKay (David), 604 S. Washington Sq., Philadelphia, Pa.
McKinley Publishing Co., 1621 Ranstead St., Philadelphia, Pa.
McKinney (Thomas Emery), 222 N. University St., Vermilion, S. D.
Mackley (Arthur R.), Washington, D. C.
McLoughlin Bros. (sold to Milton Bradly Co.).
MacMickle (Virgil), DeKum Bldg., Portland, Ore.
Macmillan Co., 64 Fifth Ave., New York.
McMillen (Frederick D.), Minneapolis, Minn.
McNab Co., Bridgeport, Conn.
McNamar (Mrs. Myrtle), Cottonwood, Cal.
McQuiddy Printing Co., 317 Fifth Ave., Nashville, Tenn.
McVey (J. J.), 1229 Arch St., Philadelphia, Pa.
Madden (Alfred), Phoenix, Ariz.
Madison (E.) Co., 427 Bloomfield Ave., Montclair, N. J.
Madison Association of Commerce, Madison, Wis.
Madrigal (The), 100 Broadway, New York.
Maestro Co., Monadnock Block, Chicago, Ill.
Magazine of Wall Street, 42 Broadway, New York.
Magnificat Publishing Co., Manchester, N. H.
Maine. Department of Agriculture, Augusta, Me.
Maine State Library, Augusta, Me.
Manas Press, 3 Castle Park, Rochester, N. Y.
Mann (William E.), Norfolk, Mass.
Manning (Earl Grosvenor), 30 State St., Boston, Mass.
Manual Arts Press, 105 Fourth Ave., Peoria, Ill.
Manufacturers Aircraft Association, 501 Fifth Ave., New York.
March Bros., 208-212 Wright Ave., Lebanon, O.
Marcotone Co., 35 W. 42d St., New York.
Marine News, 26 Water St., New York.
Markets Publishing Corporation, 50 Broad St., New York.
Marquis (A. N.) Co., 440 S. Dearborn St., Chicago, Ill.
Marshall & Bruce Co., 166 Fourth Ave., Nashville, Tenn.
Marvin (T. R.) & Son, 152 Purchase St., Boston, Mass.
Marx Institute, 305 W. 130th St., New York.
Massachusetts. Agricultural Experimental Station. Amherst, Mass.
Massachusetts. Board of Education, Boston, Mass.
Massachusetts Joint Committee for a League of Free Nations, 40 Mt Vernon St., Boston, Mass.
Massachusetts Society of Mayflower Descendants, Boston, Mass.
Massachusetts State Board of Labor and Industries, State House, Boston, Mass.
Master Mind Publishing Co., 649 Flower St., Los Angeles, Cal.
Mathews (Frederick C.) Co., 63 Mullett St., Detroit, Mich.
Matthews (J. N.) Co., 177 Washington St., Buffalo, N. Y.
Mechanics and Metals National Bank, 20 Nassau St., New York.
Mechanics' Machine Co., Rockford, Ill.
Medders (Mrs. William), Still Pond, Kent Co., Md.
Medical Standard Book Co., 301 N. Charles St., Baltimore, Md.
Méliés (P. G.), 220 W. 42nd St., New York.

Menace Publishing Co., Box 437, Aurora, Mo.
Mendelsohn (Felix), Room 1362, Congress Hotel, Chicago, Ill.
Mennonite Publishing House, Scottdale, Pa.
Merchants Association of New York, 233 Broadway, New York.
Merchants Record Co., 431 S. Dearborn St., Chicago, Ill.
Merrill (Charles E.) Co., 432 Fourth Ave., New York.
Merrill Publishing Co., Merrill, Wis.
Merrill (F. D.), Grant St., Berkeley, Cal.
Messick (Henry Lafayette), Box 535, Pomona, Cal.
Methodist Book Concern, 150 Fifth Ave., New York.
Methodist Episcopal Church, Centenary Conservation Committee, 111 Fifth Ave., New York.
Metric Metal Works, Erie, Pa.
Metropolitan Life Insurance Co., 1 Madison Ave., New York.
Metropolitan Museum of Art, Central Park, New York.
Meyer (Eugene) Jr., War Finance Corp., Washington, D. C.
Miami Book Co., 409 Michigan St., Toledo, O.
Michaels (Edwin D.), 2907 Diamond St., Philadelphia, Pa.
Michigan Drug Co., 26 Congress St., Detroit, Mich.
Michigan Historical Commission, Lansing, Mich.
Mid-West Publishing and Producing Co., 608 S. Dearborn St., Chicago, Ill.
Midland Press, Glennie, Mich.
Miller (Frank Ebenezer), 17 W. 54th St., New York.
Miller Publishing Co., 118 S. Sixth St., Minneapolis, Minn.
Miller Publishing Co., 511 Bonnie Brae, Oak Point, Ill.
Mills (Anson), 2 Dupont Circle, Washington, D. C.
Minnesota Department of Labor and Industries, Bureau of Women and Children, St. Paul, Minn.
Minnesota Historical Society, St. Paul, Minn.
Misrow (Jogesh Chandler), Chicago, Ill.
Mississippi Historical Society, Jackson, Miss.
Mississippi State Geological Survey, Jackson, Miss.
Mississippi Valley Association, 10 S. La Salle St., Chicago, Ill.
Missouri School of Mines and Metallurgy, Rolla, Mo.
Missouri State Board of Agriculture, Jefferson City, Mo.
Modern Grocer Publishing Co., 215 S. Market St., Chicago, Ill.
Modern Language Press, Milwaukee, Wis.
Modern Medicine Publishing Co., 65 N. Washington Ave., Battle Creek, Mich.
Modern Publishing Co., 225 W. 39th St., New York.
Modernist Press, New York City.
Moffat, Yard & Co., 31 Union Sq., New York.
Molee (Elias), 1011 Market St., Tacoma, Wash.
Monastery of Discalced Carmelite, 1236 N. Ramport St., New Orleans, La.
Montana. Department of Agriculture and Publicity, Helena, Mont.
Moody's Investors Service, 35 Nassau St., New York.
Moomaw (Jack Clifford), Lyons, Colo.
Moore, Rettew & Budenz, 607 Sansom St., Philadelphia, Pa.
Morehouse Publishing Co., 1801 Fond du Lac Ave., Milwaukee, Wis.
Morrill (A. C.), 14 Park Sq., Boston, Mass.
Morrill (Gulian Lansing), 3356 Tenth Ave., Minneapolis, Minn.
Morris (Elsie Louise), 229 S. Alexandria Ave., Los Angeles, Cal.
Morris (Vergil J.), Columbus, Ind.
Morse (Perley) & Co., 110 William St., New York.
Morton (John P.) & Co., 422 W. Main St., Louisville, Ky.
Mosby (C. V.) Co., Grand Ave. and Olive St., St. Louis, Mo.
Mosher (Thomas B.), 45 Exchange St., Portland, Me.
Municipal Reference Library, 512 Municipal Bldg., New York.
Municipal University of Akron, Akron, O.
Murphy (George), 57 E. Ninth St., New York.
Murphy (John) Co., 200 W. Lombard St., Baltimore, Md.
Museum of the American Indian, Heye Foundation, Broadway and 155th St., New York.
Music in America Publishing Co., 213 Woodward Ave., Detroit, Mich.
Music Teachers' National Association, 86 Gillett St., Hartford, Ct.
Muslin Publishing Co., 51 W. 76th St. New York.
Nash (J. H.), 340 Sansome St., San Francisco, Cal.
Nast (C.) & Co., 19 W. 44th St., New York.
Nation Press, 20 Vesey St., New York.
National Association for the Advancement of Colored People, 70 Fifth Ave., New York.
National Association for Constitutional Government, Washington, D. C.
National Automobile Chamber of Commerce, 366 Madison Ave., New York.
National Bank of Commerce in New York, 31 Nassau St., New York.
National Book Co., Chicago, Ill.
National Book Publishers, 200 Fifth Ave., New York.
National Breeders and Fanciers Association of America, H. M. Adolph, 4231 Mapledale Ave., Cleveland, O.
National Cash Register Co., Main cor. K St., Dayton, O.
National Child Labor Committee, 105 E. 22d St., New York.
National City Bank of New York, 55 Wall St., New York.
National City Co., 55 Wall St., New York.
National Civic Federation, 1 Madison Ave., New York.
National Civil Service Reform League, 8 W. 40th St., New York.
National Committee for the Prevention of Blindness, 130 E. 22nd St., New York.
National Committee of Northern Baptist Laymen, 200 Fifth Ave., New York.
National Genealogical Society, 905 Massachusetts Ave., Washington, D. C.
National Geographic Society, 16th and M. Sts., Washington, D. C.
National Historical Society, 37 W. 39th St., New York.
National Industrial Conference Board, 15 Beacon St., Boston, Mass.
National Institute for Moral Instruction, Washington, D. C.
National Lumber Manufacturers Association, 11 S. La Salle St., Chicago, Ill.
National Printing Co., 711 Pennsylvania Ave., Pittsburg, Pa.
National Publishing Co., Montgomery, Ala.
National Reform Association, 209—9th St., Pittsburgh, Pa.
National Research Council, Washington, D. C.
National Safety Council, 168 N. Michigan Ave., Chicago, Ill.
National Shawmut Bank, 40 Water St., Boston, Mass.
National Society for Vocational Education, 140 W. 42d St., New York.
National Woman Suffrage Publishing Co., 171 Madison Ave., New York.
National Wool Growers Association of the United States, 840 Exchange Ave., Chicago, Ill.
Nature Publishing Co., Indianapolis, Ind.
Naupa Leader Herald, Naupa, Ind.
Neale Publishing Co., 440 Fourth Ave., New York.
Negro Year Book Publishing Co., Tuskegee Institute, Ala.
Nelson (Thomas) & Sons, 381 Fourth Ave., New York.
Nervous and Mental Publishing Co., Washington, D. C.
New Bedford Free Public Library, New Bedford, Mass.
New England Society of Charleston, Charleston, S. C.
New Era Printing Co., 41 N. Queen St., Lancaster, Pa.
New Jersey Department of Agriculture, Trenton, N. J.
New Jersey State Board of Pharmacy, Trenton, N. J.
New York Civil Service Employees' Publishing Co., 5 Beekman St., New York.
New York Commercial, 38 Park Row, New York.
New York [City]. Department of Education, Park Ave.
New York [City]. Public Library, 476 Fifth Ave., New York.
New York Historical Society, 170 Central Park, W., New York.
New York Institute of Photography, 140 W. 36th St., New York.

New York. Metropolitan Museum of Art, Fifth Ave. and 82d St., New York.
New York School of Social Work, 105 E. 22d St., New York.
New York State Archaeological Association, Lewis H. Morgan Chapter, Rochester, N. Y.
New York State College of Agriculture, Cornell University, Ithaca, N. Y.
New York State. Conservatism Commission, Albany, N. Y.
New York [State] Department of Health, Albany, N. Y.
New York. State Department of Labor, Albany, N. Y.
New York Times Co., 217 W. 43d St., New York.
Newcomb College, New Orleans, La.
News Printing Co., Aberdeen, S. D.
News Publishing Co., 914 Sixth St., Sacramento, Cal.
Newson & Co., 73 Fifth Ave., New York.
Nichols (T. P.) & Son Co., 113 Market St., Lynn, Mass.
Nicholson (Watson), 760 Phillips St., South Haven, Mich.
Nieman (H.) & Co., 937 Central Ave., Cincinnati, O.
Noble (Lloyd Adams), 31 W. 15th St., New York.
Nolen (John), Harvard Sq., Cambridge, Mass.
Normalist Publishing Co., Elgin, Ill.
Norman Remington Co., 347 N. Charles St., Baltimore, Md.
North Carolina Historical Commission, Raleigh, N. C.
North Dakota Agricultural Experiment Station, Fargo, N. D.
Northern Baptist Convention, General Board of Promotion, 276 Fifth Ave., New York.
Northwestern University, Northwestern University Bldg., Chicago, Ill.
Nourse Co., 114 E. 23rd St., New York.
Oceanic Publishing Co., 44 E. 23rd St., New York.
Ogilvie (J. S.) Publishing Co., 57 Rose St., New York.
Ohio. Department of Public Instruction, Columbus, O.
Ohio. Industrial Commission, Columbus, O.
Ohio State University, Agricultural College Extension Service, Columbus, O.
Oklahoma School Herald, Tulsa, Okla.
Old Charlestown School Boys Association, 277 Medford St., Somerville, Mass.
Old Colony Trust Co., Boston, Mass.
Old South Society, Boston, Mass.
Oliver Chilled Plow Works, South Bend, Ind.
Omara & Ormsbee, 320 Fifth Ave., New York.
Onondaga Historical Association, 311 Montgomery St., Syracuse, N. Y.
Open Court Publishing Co., 122 S. Michigan Ave., Chicago, Ill.
Opportunity Press, 681 Fifth Ave., New York.
Oregon Agricultural College, Experiment Station, Corvallis, Ore.
Oregon. Department of Education, Salem, Ore.
Oregon Historical Society, G. H. Himes, curator, Portland, Ore.
Oregon Sunday-School Association, Portland, Ore.
Osborne's Book Store, 923 State St., Santa Barbara, Cal.
Our Lady of Angels, Glen Riddle, Del. Co., Pa.
Outwest Printing and Stationery Co., Colorado Springs, Colo.
Overton (George Stephen), Providence, R. I.
Owen (F. A.) Publishing Co., Dansville, N. Y.
Oxford University Press, 35 W. 32d St., New York.
Pacific Press Publishing Association, Mountain View, Cal.
Packard Motor Car Co., Detroit, Mich.
Pagan Publishing Co., 23 W. 8th St., New York.
Page Co., 53 Beacon St., Boston, Mass.
Paine (Charles R.), 58 De Menil Bldg., 7th and Pine Sts., St. Louis, Mo.
Palisades Interstate Park Commissioners, 90 Wall St., N. Y.
Palmer (Robert Manning), 8447 Renton Ave., Seattle, Wash.
Pan American Union, Washington, D. C.
Panama City Publishing Co., St. Andrews, Fla.
Paramount Publishing Co., Eau Claire, Wis.
Parish Choir, 24 Doane St., Boston, Mass.
Parish Leaflet Co., Hobart, Ind.
Parker & Stone, 238 New High St., Los Angeles, Cal.
Parker Educational Co., Madison, Wis.
Parker (Francis W.) School Press, 330 Webster Ave., Chicago, Ill.
Parsons (Marion Selby), Joplin, Mo.
Parvis (Mrs. Gladys), 4465 Ellis Ave., Chicago, Ill.
Pasadena Star-News Publishing Co., Pasadena, Cal.
Patriotic Societies of Macon, Macon, Ga.
Pattee (Alida Frances), 134 S. First Ave., Mt. Vernon, N. Y.
Paulist Press, 120 W. 60th St., New York.
Peabody (Herbert C.), Fitchburg, Mass.
Peabody Institute Library, Baltimore, Md.
Peabody-Lloyd (Mrs. Philena Ricker), 905 Winona St., Chicago, Ill.
Peiree School, 1420 Pine St., Philadelphia, Pa.
Penn Publishing Co., 925 Filbert St., Philadelphia, Pa.
Pennell Club, Philadelphia, Pa.
Pennsylvania Society, 249 W. 13th St., New York.
Pentecostal Nazarene Publishing House, 2109 Troost Ave., Kansas City, Mo.
Pentecostal Publishing Co., 1821 W. Walnut St., Louisville, Ky.
Penton Publishing Co., 12th St., cor. Chestnut St., Cleveland, O.
People's Printing Co., 124 S. Charles St., Baltimore, Md.
Perine Book Co., 1413 University Ave., S. E., Minneapolis, Minn.
Perkins (Noah), 395 Adelphi St., Brooklyn, N. Y.
Perkins Institution for the Blind, Watertown, Mass.
Perleberg (H. C.), 15 E. 40th St., Jersey City, N. J.
Pernau Publishing Co., 753 Market St., San Francisco, Cal.
Petty (Clarence L.), Box 696, Dayton, O.
Phelps (Frank Wessley), 826 Seaboard Bldg., Seattle, Wash.
Phelps Publishing Co., 29 Worthington Springfield, Mass.
Philadelphia School of the Bible, 1721 Spring Garden St., Philadelphia, Pa.
Philippine Press Bureau, 552 Munsey Bldg., Washington, D. C.
Phillips (Le Roy), 15 Ashburton Pl., Boston, Mass.
Phillips & Van Orden Co., 509 Howard St., San Francisco, Cal.
Philosophical Publishing Co., Beverly Hall, Quakertown, Pa.
Photomobile Tourist Co., Everett, Wash.
Pierson & Lantz Co., 237 E. Ohio St., Indianapolis, Ind.
Pilgrim Press, 14 Beacon St., Boston, Mass.
Pillar of Fire, Zarephath, N. J.
Pioneer Publishing Co., Oak Park, Ill.
Pitman (Isaac) & Sons, 2 W. 45th St., New York.
Platt (John M.), San Francisco, Cal.
Playground and Recreation Association of America, 1 Madison Ave., New York.
Pleasants (Jacob Hall), Baltimore, Md.
Plimpton Press, Norwood, Mass.
Pollard (James E.), Saginaw, Mich.
Pollock (John Alfred), Kinston, N. C.
Portland Institute of Technology of the Young Men's Christian Association, Portland, Ore.
Postma (John), Loleta, Cal.
Potter (C. H.) & Co., 431 Eleventh St., N. W., Washington, D. C.
Poultry Breeders Publishing Co., Waverly, Ia.
Power Plant Engineering, Chicago, Ill.
Power Wagon Publishing Co., 544 Lake Shore Drive, Chicago, Ill.
Powner (C. T.) Co., 26 E. Van Buren St., Chicago, Ill.
Practical Books Co., Indianapolis, Ind.
Premier Publishing Co., Providence, R. I.
Prentice-Hall, 70 Fifth Ave., New York.
Presbyterian Board of Home Missions, 156 Fifth Ave., New York.
Presbyterian Board of Publication and Sabbath School Work, Witherspoon Bldg., Philadelphia, Pa.
Press Publishing Co., Pulitzer Bldg., New York.
Preston & Rounds Co., 98 Westminster St., Providence, R. I.
Princeton University Press, Princeton, N. J.
Prior (W. F.) Co., 22 E. 17th St., New York.
Proeter & Gamble Co., Cincinnati, O.
Produce Reporter Co., 212 W. Washington St., Chicago, Ill.

Progressive Age Publishing Co., 52 Vanderbilt Ave., New York.
Progressive Farmer, 1700 Fourth Ave., Birmingham, Ala.
Progressive Publishers, 1432 Market St., Wheeling, W. Va.
Prudential Press, Newark, N. J.
Psychological Review Co., Princeton, N. J.
Public Ownership League of America, 127 N. Dearborn St., Chicago, Ill.
Public School Publishing Co., Bloomington, Ill.
Puel's Studio, 2255 Broadway, New York.
Purdue University, Lafayette, Ind.
Purdy Publishing Co., Stevens Bldg., Chicago, Ill.
Pustet (Frederick) Co., 52 Barclay St., New York.
Putnam's (G. P.) Sons, 2 W. 45th St., New York.
Putnam (Mrs. Graham F.), 600 S. Rampart, Los Angeles, Cal.
Pyramid-Cube University, 4027 Monroe St., Chicago, Ill.
Raabe, Glissman & Co., 465 Fourth Avenue, New York.
Radiant Life Press, 1098 N. Raymond Ave., Pasadena, Cal.
Railway Accounting Officers Association, 1116 Woodward Bldg., Washington, D. C.
Railway Educational Press, 417 S. Dearborn St., Chicago, Ill.
Railway Review Co., 1407 Ellsworth Bldg., Chicago, Ill.
Ralston Health Club, Hopewell, N. J.
Rand, McNally & Co., 536 S. Clark St., Chicago, Ill.
Rand School of Social Science, 7 E. 15th St., New York.
Randle (Mrs. Annie Keeling), 914 W. 8th St., Waco, Tex.
Ransom & Randolph Co., 518 Jefferson St., Toledo, O.
Raymer's Old Book Store, 1330 First Ave., Seattle, Wash.
Read (Benjamin Maurice), Santa Fe, N. M.
Rebman Co., 141 W. 36th St., New York.
Reese (Sarah Simons), 628 Park Row, Los Angeles, Cal.
Regal Printing Co., 1828 Western Ave., Cincinnati, O.
Regents Publishing Co., 32 Union Sq., New York.
Reiher Bird Reserve, West Webster, N. Y.
Reilly (Peter), 133 N. 13th St., Philadelphia, Pa.
Reilly & Lee Co., 1006 S. Michigan Ave., Chicago, Ill.
Reinert (Frederick George), 3832 Carlyle Ave., Cleveland, O.
Reinlein (Fred), 1751 Derby St., Portland, Ore.
Reliable Poultry Journal Publishing Co., Quincy, Ill.
Retail Shoe Salesmen's Institute, 727 Atlantic Ave., Boston, Mass.
Retail Training Corporation, Rochester, N. Y.
Revell (Fleming H.) Co., 158 Fifth Ave., New York.
Review and Herald Publishing Association, Tacoma Park, Washington, D. C.
Reynolds Publishing Co., 416 W. 13th St., New York.
Rhode Island. Division of Child Welfare, Providence, R. I.
Rice (De Long), Pittsburg Landing, Tenn.
Richards & Geier, 277 Broadway, New York.
Richardson (James Edward), 3720 Hamilton St., Philadelphia, Pa.
Richardson (William H.), 250 Union St., Jersey City, N. J.
Rindfoos (C. S.), 30 E. 42d St., New York.
Robertson (A. M.), 222 Stockton St., San Francisco, Cal.
Robinson (W. F.) Printing Co., 1512 Arapahoe St., Denver, Colo.
Rockford Morningside Star, Rockford, Ill.
Rocky Mountain Husbandman, Great Falls, Mont.
Rodd Co., Pittsburgh, Pa.
Roeding (George Christian), Fresno, Cal.
Romelle (Seymour Mitchell), Young Men's Christian Association, Temple, Tex.
Romeo (Giuseppe L.), Box 951, Tacoma, Wash.
Ronald Press Co., 20 Vesey St., New York.
Rood (Hosea W.), Headquarters Department of Wisconsin G. A. R., Madison, Wis.
Root (A. I.) Co., Medina, O.
Roper (Mrs. Theresa), Newport, Ore.
Rose Printing Co., 32 Vesey St., New York.
Rosenbaum Review, Postal Telegraph Bldg., Chicago, Ill.
Rosicrucian Fellowship, Oceanside, Cal.
Ross (R. R.), 110 W. 40th St., New York.
Ross Publishing Co., 1463 Broadway, New York.
Rotary Club of Philadelphia, Philadelphia, Pa.
Rothman (M. H.) & Co., 302 Broadway, New York.
Rowny (J. F.) Press, 937 S. Hill St., Los Angeles, Cal.
Roxburgh Publishing Co., 61 Court St., Boston, Mass.
Roycrofters (The), East Aurora, N. Y.
Rudge (William E.), 218 William St., New York.
Rumford Press, Concord, N. H.
Russel (H.), care Michigan Central Railroad, Detroit, Mich.
Russell (Edgar Alexander), Chicago, Ill.
Russell (Thomas C.), 1734 Nineteenth Ave., San Francisco, Cal.
Russell Sage Foundation, 130 E. 22d St., New York.
Russian-American Register Publishing Co., 63 Park Row, New York.
Russian Information Bureau in the United States, 233 Broadway, New York.
Rutherford (Mildred Lewis), Athens, Ga.
Rutter (Robert) & Son, 410 E. 32d St., New York.
Safety Institute of America, 261 Madison Ave., New York.
St. Cloud Tribune Co., St. Cloud, Fla.
St. Francis College, 41 Butter St., Brooklyn, N. Y.
St. Louis Argus Publishing Co., 2341 Market St., St. Louis, Mo.
St. Louis. City Plan Commission, 231 Municipal Court Bldg., St. Louis, Mo.
St. Louis. Public Library, St. Louis, Mo.
St. Mary's Convent, Peekskill, N. Y.
St. Meinrad's Abbey, St. Meinrad, Ind.
St. Paul. Public Library, St. Paul, Minn.
Sanborn (B. H.) & Co., 50 Beacon St., Boston, Mass.
Sanders Publishing Co., 542 S. Dearborn St., Chicago, Ill.
San Diego. Board of Supervisors and Chamber of Commerce, San Diego, Cal.
San Diego California Club, 2d St. and Broadway, San Diego, Cal.
Sands (George W.), 1304 W. 4th St., Wilmington, Del.
Sankey-Jones (Nancy E.), Cos Cob, Conn.
Saturday Night Press, 154 W. Fort St., Detroit, Mich.
Saulsbury Publishing Co., 601 G St., N. W., Washington, D. C.
Saunders (W. B.) Co., W. Washington Sq., Philadelphia, Pa.
Savage (Mrs. Nannie H.), 112 Chester St., Monticello, Ark.
Savage (Thomas Jefferson), 122 S. Detroit St., Xenia, O.
Saward (Frederick W.), 15 Park Row, New York.
Saxland Publishing Co., Goodwyn Institute Bldg., Memphis, Tenn.
Schauer Printing Studio, San Marcos Bldg., Santa Barbara, Cal.
Schilling Press, 137 E. 25th St., New York.
Schirmer (G.), 3 E. 43d St., New York.
Schmidt (Arthur P.) Co., 120 Boylston St., Boston, Mass.
Schmoeger (Alvin L.), 437 Fifth Ave., New York.
Schulte Press, 80 Fourth Ave., New York.
Schutz (Charles Frederick), 572—14th St., Milwaukee, Wis.
Schwartz, Kirwin & Fauss, 42 Barclay St., New York.
Science Press, Archives of Psychology, Sub-station 84, New York.
Scientific American Publishing Co., 233 Broadway, New York.
Scott, Foresman & Co., 623 S. Wabash Ave., Chicago, Ill.
Scott Stamp & Coin Co., 33 W. 44th St., New York.
Scribner's (Charles) Sons, 597 Fifth Ave., New York.
Scudder (J. K.), 630 W. 6th St., Cincinnati, O.
Searcy & Pfaff, 724 Perdido St., New Orleans, La.
Sears, Roebuck & Co., Arthington St. cor. Homan Ave., Chicago, Ill.
Seattle Maternity Hospital, 605 Lyon Bldg., Seattle, Wash.
Second Batallion Book Co., 616 Taylor Co., Pittsburgh, Pa.
Seeley (Boudinot), 454 Alder St., Portland, Ore.
Segall (Julius), 541 48th St., Milwaukee, Wis.
Seltzer (Thomas), 5 W. 50th St., New York.
Sentinel Printing Co., 808 Main St., Fitchburg, Mass.
Severance (S.) Manufacturing Co., Glassport, Pa.

Seybert Institution, Bureau for Social Research, 1432 Pine St., Philadelphia, Pa.
Seyler (William) Co., Milwaukee, Wis.
Seymour (Ralph Fletcher), Fine Arts Bldg., Chicago, Ill.
Seymour, Daughaday & Co., 610 S. Dearborn St., Chicago, Ill.
Shaw (A. W.) Co., Wabash Ave. and Madison St., Chicago, Ill.
Shaw Publishing Co., 14 E. Jackson Blvd., Chicago, Ill.
Shay (Frank), 4 Christopher St., New York.
Sheboygan Press, Sheboygan, Wis.
Sheet Metal Publication Co., 154 Nassau St., New York.
Sheffield (Lyba and Nita C.), Box 436, San Francisco, Cal.
Shepard Book Co., 408 S. State St., Salt Lake City, Utah.
Shepard (Frank) Co., 148 Lafayette St., New York.
Sherman (Frederic Fairchild), 1790 Broadway, New York.
Sherman (H. C.) & Co., 508 S. Dearborn St., Chicago, Ill.
Sherman (J. D.), Jr., Mt. Vernon, N. Y.
Sherwood Co., 40 John St., New York.
Shirley (Jasper N.), 116 S. Emerson Ave., Indianapolis, Ind.
Shive (Walter Evander), Silver City, N. M.
Shrewesbury Publishing Co., 5525 South Boulevard, Chicago, Ill.
Shuey (Dennis Boeshore), 358 Grove Ave., Galion, O.
Siegrist (William), Inc., 9 Murray St., New York.
Sigma Publishing Co., 210 Pine St., St. Louis, Mo.
Signs of the Times Publishing Co., Cincinnati, O.
Silver, Burdett & Co., 221 Columbus Ave., Boston, Mass.
Simmons-Boardman Publishing Co., 233 Broadway, New York.
Simplified Spelling Board, 1 Madison Ave., New York.
Sinclair (Upton), 1513 Sunset Ave., Pasadena, Cal.
Siringo (Charles A.), Santa Fe, N. M.
Skidmore (Shirley T.) Co., Onawa, Ia.
Slavia Society, Box 336, Madison Sq. Station, New York.
Smades (Hiram N.), Watts, Cal.
Small (George W.), The Terrace, Mt. Washington, Md.
Small, Maynard & Co., 41 Mt. Vernon St., Boston, Mass.
Smiley (Rev. James Laurenson), Annapolis, Md.
Smith (Carolyn B.), Ridgefield Park, N. J.
Smith (Edward Garstin), 20 W. Jackson Blvd., Chicago, Ill.
Smith & Lamar, Broadway and 9th Ave., Nashville, Tenn.
Smith-Brooks Printing Co., 1733-1747 California St., Denver, Colo.
Smith Bros., 472—13th St., Oakland, Cal.
Smith College, Northampton, Mass.
Smith-Digby Co., 926 Commerce St., Tacoma, Wash.
Smith's Port Publishing Co., 2 and 3 South St., New York.
Smithsonian Institution, Washington, D. C.
Smoley (Constantine Kenneth) & Sons, Scranton, Pa.
Socialist Party of the United States, Chicago, Ill.
Societa Libraria Italiana, 147 Mulberry St., New York.
Society of Bookplate Bibliophiles, Box 3066, Boston, Mass.
Society of Calligraphers, W. A. Dwiggins, sec., 384A Boylston St., Boston, Mass.
Society of the Fifth Division, United States Army, Washington, D. C.
Soldier-Lawyer Directory Co., 420 American Bank Bldg., Tampa, Fla.
Soldiers' Record Publishing Association, McLachlen Bldg., Washington, D. C.
Solitarian Press, Hartland, Vt.
Sophereem Co., Capitol Station, Box 48, Albany, N. Y.
Southern Baptist Convention, Sunday School Board, Nashville, Tenn.
Southern Printing and Novelty Co., Lithonia, Ga.
Southern Printing and Publishing Co., 125 Meeting St., Charleston, S. C.
Southern Publishing Association, 2119—24th Ave., N., Nashville, Tenn.
Southern Publishing Co., 2015 Jackson St., Dallas, Tex.
Southgate Press, 87 Broad St., Boston, Mass.
South-western Publishing Co., Cincinnati, O.
Southworth Co., State Bank Bldg., Troy, N. Y.
Soviet Russia, 110 W. 40th St., New York.
Sower (Christopher) Co., 124 N. 18th St., Philadelphia, Pa.
Sparrows-Pointer Publishing Co., 41 S. Gay St., Baltimore, Md.
Spatula Publishing Co., Sudbury St., Boston, Mass.
Spectator Co., 135 William St., New York.
Standard Code Co., 116 Nassau St., New York.
Standard Motor Construction Co., Jersey City, N. J.
Standard Printing Co., 220 S. First St., Lousiville, Ky.
Standard Publishing Co., 9th St., cor. Cutter St., Cincinnati, O.
Standard Statistics Co., 47 West St., New York.
Stanford Bookstore, Stanford University, Cal.
Stanton & Van Vliet Co., 501 Plymouth Pl., Chicago, Ill.
Star Publishing Co., 309 Shipley St., Wilmington, Del.
Starbuck (Robert Macy) & Sons, Hartford, Ct.
State Spiritualists Association of Missouri, St. Louis, Mo.
Statesman Press, 164 E. 37th St., New York.
Stearns & Beale, 237 Lafayette St., New York.
Stechert (F. C.) Co., 126 E. 28th St., New York.
Stechert (G. E.) Co., 151 W. 25th St., New York.
Stephens (E. W.) Publishing Co., Columbia, Mo.
Sterling Co., Newburgh, N. Y.
Stevens (Mrs. Ida L.), 5065 Maple Ave., St. Louis, Mo.
Stewart (C. P.) & Co., Merchant Marine House, New York.
Stewart & Fryer, 732 Federal Bldg., Chicago, Ill.
Stewart & Kidd Co., 121 E. 5th St., Cincinnati, O.
Stillwater Press, Dayton, O.
Stobbs Press, 25 Foster St., Worcester, Mass.
Stokes (Frederick A.) Co., 443 Fourth Ave., New York.
Stone (Henry Lane), Meissinger-Gaulbert Apts., Louisville, Ky.
Stone (Susan O.), Rand McNally Bldg., Chicago, Ill.
Storey (Thomas Andrew), College of the City of New York, 139th St. and Amsterdam Ave., New York.
Storrs (William M.), Lisle, N. Y.
Stratford Co., 32 Oliver St., Boston, Mass.
Stratford Press Co., Whitney Power Block, Cleveland, O.
Strykes (Melancthon Woolsey), Rome, N. Y.
Student Volunteer Movement for Foreign Missions, 25 Madison Ave., New York.
Successful Farming Publishing Co., 1718 Locust St., Des Moines, Ia.
Suffolk Law School, 45 Mt. Vernon St., Boston, Mass.
Sully (George) & Co., 373 Fourth Ave., New York.
Summy (Clayton F.) Co., 64 E. Van Buren St., Chicago, Ill.
Sunday School Times Co., 1031 Walnut St., Philadelphia, Pa.
Sunwise Turn, Inc., 51 E. 44th St., New York.
Syracuse Public Library, Syracuse, N. Y.
Tagliabue (Charles J.) Manufacturing Co., 18—33d St., Brooklyn, N. Y.
Talley (George A.), Marcus Hook, Pa.
Tapley (J. F.) Co., Long Island City, N. Y.
Tapp (Sidney Calhoun), Box 710, Kansas City, Mo.
Taylor (Edward Robeson), 2326 California St., San Francisco, Cal.
Taylor (William) Son & Co., Taylor Arcade, Cleveland, O.
Teachers College, Columbia University, 120th St. and Broadway, New York.
Technical Publishing Co., Rialto Bldg., San Francisco, Cal.
Telegram Publishing Co., 375 Essex St., Laurence, Mass.
Temple (Horace F.), West Chester, Pa.
Tennant & Ward, 103 Park Ave., New York.
Tennessee. Geological Survey, Nashville, Tenn.
Theosophical Publishing Co., Point Loma, Cal.
Thomas (C. E.) Publishing Co., Ohio Bldg., Chicago, Ill.
Thomas (F. H.) Law Book Co., 209 N. 3rd St., St. Louis, Mo.
Thomas (Franklin A.), 20 Bickerstaff St., Boston, Mass.

Thomas (R.), 119 Dearborn St., Chicago, Ill.
Thomas (Spiro A.), 76 Arlington St., Framingham, Mass.
Thomas Publishing Co., 129 Lafayette St., New York.
Thompson (Lewis M.), 29 Broadway, New York.
Thoren (Fred Joshua), Lemont ,Ill.
Thrift (Timothy Burr), 1800 E. 40th St., Cleveland, O.
Thrift Systems Co., 31 Nassau St., New York.
Thum (William), Pasadena, Cal.
Tiernan-Dart Printing Co., 312 W. 6th St., Kansas City, Mo.
Times-Mirror Printing and Binding House, 118 S. Broadway, Los Angeles, Cal.
Timely Hints Co., 1185 Lincoln Pl., Brooklyn, N. Y.
Topsfield Public Safety Committee, Topsfield, Mass.
Torch Press, Cedar Rapids, Ia.
Touchstone Publishing Co., 1 W. 47th St., New York.
Tower Bros. Stationery Co., 23 W. 23d St., New York.
Towne (Elizabeth) Co., 247 Cabot St., Holyoke, Mass.
Travelers Indemnity Co., Hartford, Conn.
Trenton Historical Society, Trenton, N. J.
Trio Publishing Co., Suite 901, Union Central Bldg., Cincinnati, O.
Tucker-Kenworthy Co., 501 S. La Salle St., Chicago, Ill.
Tufts College, Medford, Mass.
Tumbach (Joseph H.), Pasadena, Cal.
Tuttle Co., 11 Center St., Rutland, Vt.
Tuttle, Morehouse and Taylor Co., 125 Temple St., New Haven, Ct.
Tyomies Publishing Co., Superior, Wis.
U. G. I. Contracting Co., Broad and Arch Sts., Philadelphia, Pa.
U. P. C. Book Co., 243 W. 39th St., New York.
Ukrainian National Committee of the United States, 30 E. 7th St., New York.
Union College Press, College View, Neb.
Union Press, 1816 Chestnut St., Philadelphia, Pa.
Union Trust Co., Providence, R. I.
United Arts and Crafts, 145 W. 45th St., New York.
United Lutheran Publication House, S. E. cor. 9th and Sanson Sts., Philadelphia, Pa.
United Publishers Corporation, 239 W. 39th St., New York.
United States Corporation Co., 65 Cedar St., New York.
United States Council of National Defense, New Orleans, La.
United States Engineers, 101st Regiment, Co. E, Boston, Mass.
United States, Geological Survey, Office of the Survey, Washington, D. C.
United States Infantry Association, Union Trust Bldg., Washington, D. C.
United States Mortgage and Trust Co., 55 Cedar St., New York.
United States Naval Institute, Annapolis, Md.
United States Sugar Publishing Co., Los Angeles, Cal.
United Typothetae of America, 608 S. Dearborn St., Chicago, Ill.
Universal Thermonistic Association, 1702 Oregon Ave., N. W., Washington, D. C.
University of Arizona, Tucson, Ariz.
University of Buffalo, Buffalo, N. Y.
University of California Press, Berkeley, Cal.
University of Chicago, Chicago, Ill.
University of Illinois, Urbana, Ill.
University of Indiana, Bloomington, Ind.
University of Iowa Press, Iowa City, Ia.
University of Kansas, Laurence, Kan.
University of Minnesota, Minneapolis, Minn.
University of Missouri, Columbia, Mo.
University of New Mexico, Albuquerque, N. M.
University of North Carolina, Chapel Hill, N. C.
University of Oklahoma, Norman, Okla.
University of Oregon, Eugene, Ore.
University of Pennsylvania, Philadelphia, Pa.
University of Pittsburgh Press, Pittsburgh, Pa.
University of Southern California Press, Los Angeles, Cal.
University of State of New York, Albany, N. Y.
University of Texas, Austin, Tex.
University of Utah, Salt Lake City, Utah.
University of Virginia, Charlottesville, Va.
University of Washington, Seattle, Wash.
University of Wisconsin, Madison, Wis.
University Press, 32 Waverly Pl., New York.
University Press, Champaign, Ill.
University Press, 1301—b Monroe St., Washington, D. C.
University Press Association, 19 E. 47th St., New York.
University Printing Co., 1405 University Ave., Minneapolis, Minn.
University Publishing Co., 112 62d St., Lincoln, Neb.
University Publishing Co., 796 Kensington Rd., Los Angeles, Cal.
Updike (D. B.), 232 Summer St., Boston, Mass.
Uplift Publishing Co., 5253 Germantown Ave., Philadelphia, Pa.
Utah Agricultural College Experiment Station, Logan, Utah.
Valentine's Manual, 15 E. 40th St., New York.
Van Publishing Co., Bolivar, N. Y.
Van Auken (Frank Elliott, 29 Bank St., Morristown, N. J.
Van Der Werker (Mrs. Nettie Idell Schepeler), 215 E. Huron St., Ann Arbor, Mich.
Van Noord Book and Publishing Co., 515 Eastern Ave., Grand Rapids, Mich.
Van Nostrand (D.) Co., 8 Warren St., New York.
Vedder (Harry Edwin), Davenport, Ia.
Victor Talking Machine Co., 114 N. Front St., Camden, N. J.
Vieby (John), South Bend, Ind.
Vir Publishing Co., 200 N. 15th St., Philadelphia, Pa.
Virginia. Agricultural Experiment Station, Blacksburg, Va.
Virginia. Legislative Reference Bureau, Richmond, Va.
Virginia State Normal School for Women, Farmville, Va.
Vital Christianity Union, Columbus, O.
Volland P. F.) Co., 58 E. Washington St., Chicago. Ill.
Vroman (A. C.), 60 E. Colorado St., Pasadena, Cal.
Wade (B. F.) & Sons Co., 429 St. Clair St., Toledo O.
Wadsworth Atheneum, Hartford, Ct.
Wagenseller Publishing House, Middleburgh, Pa.
Wagner (H.) Publishing Co., Hearst Bldg., San Francisco, Cal.
Wagner (Joseph F.), 23 Barclay St., New York.
Wallace (J. W.) & Co., 160 N. Wells St., Chicago, Ill.
Wallce Publishing Co., 11th and Walnut Sts., Des Moines, Ia.
War Book Publishing Co., Billings, Mont.
War Records Publishing Co., 50 Union Sq., New York.
Wardlaw (James), Scottdale, Pa.
Warne (Frank J.), 420 Southern Bldg., Washington, D. C.
Warne (Frederick) & Co., 26 E. 22d St., New York.
Warner Elevator Manufacturing Co., Cincinnati, O.
Warren (Whitney), 16 E. 47th St., New York.
Warwick & York, 10 E. Centre St., Baltimore, Md.
Washington. Department of Education, Olympia, Wash.
Washington, D. C. Public Library, Washington, D. C.
Washington Square Bookshop, 17 W. 8th St., New York.
Washington State Geological Survey, Olympia, Wash.
Waterhouse (Frank) & Co., Central Bldg., Seattle, Wash.
Watkins (Emma), Iowa City, Ia.
Watson Press, 205 W. San Antonio St., El Paso, Tex.
Watt (W. J.) & Co., 31 W. 43rd St., New York.
Webb (Jesse P.), Route 6, Salem, Ore.
Webb & Vary Co., 38½ W. Alabama St., Atlanta, Ga.
Webb Publishing Co., 59 E. 10th St., St. Paul, Minn.
Weber (C. F.) Co., 365 Market St., San Francisco, Cal.
Weber (Frederick C.), 4953 Addison St., Chicago, Ill.
Webster (George N.), 60 Wall St., New York.
Webster (Hanson Hart), 4 Park St., Boston, Mass.
Weeks (Alvin Gardner), Fall River, Mass.
Wehman Bros., 158 Park Row, New York.
Weigel (E. H.), 5 Cleveland St., Johnstown, Pa.
Wentworth (Edward C.), 850 Dearborn St., Chicago, Ill.
Werner (Charles Jolly), 44 Whitehall St., New York.

Wesleyan Methodist Publishing Association, 330 E. Onondaga St., Syracuse, N. Y.
West Publishing Co., 52 W. Third St., St. Paul, Minn.
West Virginia Society of Historical Engravings, Weston, W. Va.
Westerfield-Bonte Co., 815 W. Market St., Louisville, Ky.
Western District Conference of Mennonites, Newton, Kan.
Western Publishing and Engraving Co., 324 Bankers Life Bldg., Lincoln, Neb.
Western Reserve Historical Society, Cleveland, O.
Westfall-Martz Music Co., Pittsburgh, Pa.
Westfield Times Co., Westfield, Mass.
Wheeler (William Henry) & Co., 606 S. Michigan Ave., Chicago, Ill.
Whinnery (James Everhart), 2306 San Pablo Ave., Oakland, Cal.
Whitcomb & Barrows, 30 Huntington Ave., Boston, Mass.
White (James T.) & Co., 70 Fifth Ave., New York.
White Pine Bureau, Merchants National Bank Bldg., St. Paul, Minn.
Whitman (Albert) & Co., 144 S. Wabash Ave., Chicago, Ill.
Whitmer (Thomas Carl), 316 Spahr St., Pittsburgh, Pa.
Whitney (J. H.), 627 Binz Bldg., Houston, Tex.
Whittet & Shepperson, 11 N. 8th St., Richmond, Va.
Whittier State School, Whittier, Cal.
Wickman (Jacob Herbert), 404 Logan Ave., Milwaukee, Wis.
Wilat Publishing Co., 631 Penn Ave., Washington, D. C.
Wilcox (Delos Franklin), 73 Gleane St., Elmhurst, L. I., N. Y.
Wilde (W. A.) Co., 120 Boylston St., Boston, Mass.
Wiley (John) & Sons, 432 Fourth Ave., New York.
Wilkes (Laura Eliza), 1404 Franklin St., Washington, D. C.
Williams (Ashby), Roanoke, Va.
Williams (George C.), Dewitt Park, Ithaca, N. Y.
Williams (Walter L.), Ithaca, N. Y.
Williams & Wilkins Co., Mount Royal and Guilford Aves., Baltimore, Md.
Williamson Law Book Co., 41 State St., Rochester, N. Y.
Willis Music Co., S. E. cor. 4th and Elm Sts., Cincinnati, O.
Wilson (Calvert), 340 Wilcox Bldg., Los Angeles, Cal.
Wilson (H. W.) Co., 960 University Ave., New York.
Wilson (Joseph Edwin), San Marcos, Tex.
Wilson (Thomas E.), 25 W. 45th St., New York.
Wilson (U. G.), Harrisonburg, Va.
Winchester Repeating Arms Co., New Haven, Conn.
Winkfield (O. Willis), Chandler, Okla.
Winston (John C.) Co., 1006 Arch St., Philadelphia, Pa.
Wireless Press, 326 Broadway, New York.
Wireless Specialty Apparatus Co., C and Fargo Sts., Boston, Mass.
Wistar Institute of Anatomy and Biology, Philadelphia, Pa.
Witt (Fred Ralph), 1559 Crawford Rd., Cleveland, O.
Woman's American Baptist Foreign Mission Society, 16 N. Wabash Ave., Chicago, Ill.
Woman's Christian Temperance Union of Indiana, Upland, Ind.
Woman's Home Companion, 381 Fourth Ave., New York.
Womans Press, 600 Lexington Ave., New York.
Wood (F. E.), State Commission of Labor, 626 Audubon Bldg., New Orleans, La.
Wood (William) & Co., 51 Fifth Ave., New York.
Woodson (Carter G.), 1216 You St., N. W., Washington, D. C.
Worcester Bank & Trust Co., 16 Franklin St., Worcester, Mass.
World (The), 63 Park Row, New York.
World Book Co., 333 Park Hill Ave., Yonkers, N. Y.
World Peace Foundation, 40 Mt. Vernon St., Boston, Mass.
World-Speech Press, Marietta, O.
Worner (William Frederic), 320 E. New St., Lancaster, Pa.
Worth (Horace) Co., Boston, Mass.
Wright (T. A.), 150 Bleecker St., New York.
Wynkoop Hallenbeck Crawford Co., 80 Lafayette St., New York.
Yale University, 120 College St., New Haven, Ct.
Yawman & Erbe Manufacturing Co., 424 St. Paul St., Rochester, N. Y.
Yoho & Merritt, Seattle, Wash.
York Printing Co., 16 S. Water St., York, Pa.
Young (George), 135 West 135th St., New York.
Young, Smyth, Field Co., 1216 Arch St., Philadelphia, Pa.
Young Men's Christian Association, Industrial and City-Wide Extension Department, Trenton, N. J.
Young Men's Christian Associations, International Committee, Educational Council, 347 Madison Ave., New York.
Young Women's Christian Association, National Board, Division of Work for Foreign-born Women, 600 Lexington Ave., New York.
Youngstown Public Library, Youngstown, O.
Ziegler Printing Co., Butler, Pa.
Zionist Organization of America, 55 Fifth Ave., New York.
Zion's Printing and Publishing Co., Independence, Mo.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.) Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Alden, Adair
At the sign of the two heroes. 320 p. il. D c. '20 N. Y., Century Co. $1.75 n.

American Automobile Digest. Editorial Staff
Home-farm power lighting; a book of helpful instruction on the installation, use and repair of the internal combustion engine; combined with suitable electrical equipment; it covers the complete electric light and power plants for the home and farm. 141 p. il. diagrs. tabs. S c. '20 Cin., American Automobile Digest $1
Divided into two parts; pt. 1, The internal combustion engine; pt. 2, Electric generator, storage battery and wiring.

American Bu. of Engineering, Inc.
Ambu wiring diagrams. 4 v. various paging D '20 Chic., American Bu. of Engineering, Inc., 1601 S. Michigan Ave. $3.50 ea.; $12 set

Bailey, E. H.
The prenatal epoch. 9+239 p. tabs. charts diagrs. O Phil., McKay $3
A volume for the astrological student.

Barclay, Vera C.
The mysterious tramp. 5+175 p. front. pls. D c. N. Y., Putnam $1.50 n.
A story for boys and girls in which Danny, the detective, reappears.

Barnett, Edward De Barry
A textbook of organic chemistry. 12+380 p. il. O c. '20 Phil., Blakiston $5 n.

Baughan, Rosa
Character indicated by handwriting; a practical treatise in support of the assertion that the handwriting of a person is an infallible guide to his character; with il. taken from autographic letters of statesmen, lawyers, soldiers, ecclesiastics, authors, poets, musicians, actors, and other persons. 3rd ed., rev. and enl. 7+183 p. D Phil., David McKay, 604 S. Washington Sq. $1.50

Bax, Ernest Belfort
Reminiscences and reflections of a Mid and Late Victorian. 283 p. il. O N. Y., T. Seltzer $3 n.

Bennett, Arnold i. e. Enoch Arnold
Body and soul; a play in four acts. 6+126 p. D [c. '21] N. Y., Doran $1.50 n.
A satire on modern society.

Bexell, John Andrew, and Nichols, Frederick George
First lessons in business; 2nd ed., rev. and enl. 194 p. il. forms pls. D (Lippincott's thrift text ser.) c. '20 Phil., Lippincott $1.20

Abrams, Duff Andrew
Design of concrete mixtures. 20 p. charts, tabs. O (Bull. no. 1) Chic., Structural Materials Research Laboratory, Lewis Inst. pap. gratis
Effect of curing condition on the wear and strength of concrete. 32 p. tabs. charts pls.. O (Bull. no. 2) Chic., Structural Materials Research Laboratory, Lewis Inst. pap. gratis
Effect of vibration, jigging and pressure on fresh concrete. 23 p. tabs. charts, il. O (Bull. 3) Chic., Structural Materials Research Laboratory, Lewis Inst. pap. gratis

Alder, Byron
How to cull a flock of hens. 8 p. il. O (Circular no. 42) Logan, Utah, Utah Agric. College Experiment Station pap.

Allen, George Delwin
Quantitative studies on the rate of respiratory metabolism in Planaria; 1. The effect of potassium cyanide on the rate of oxygen consumption; 2. The rate of oxygen consumption during starvation, feeding, growth and regeneration in relation to the method of susceptibility to potassium cyanide as a measure of rate of metabolism. various paging (1-½ p. bibl.) tabs. charts O Minneapolis, Minn., Univ. of Minnesota, Dept. of Animal Biology pap.

Bancroft-Whitney Co. Editorial Staff., comp.
1915-1919 California digest supplement; a digest of cases decided by the Supreme and Appelate courts of California and by the federal courts on questions of California law since Kerr's California digest; as contained in Raymonds '1916 Supplement and in the 1917-1919 California current digest, inclusive, up to v. 178 California Supreme court reports, v. 37 California Appelate reports, and up to 58 California decisions, page 137; California Appellate decisions, page 258; 182 Pacific reporter [Cal. cases] page 991; 858 Federal reporter [Cal. cases], pages 161; 39 Supreme court reporter [Cal. cases], page 568, with references to Ruling case law and important notes in American decisions, American state reports, Annotated cases, Lawyers' cases, Lawyers' reports annotated, and American law reports; also an alphabetical table, direct and reverse, of all digested showing on what page and under what subject each case is found digested in this digest; and also where the various California cases are cited in annotations in the "American series of annotated reports." 2143 p. O '20 San Francisco, Cal., Bancroft-Whitney Co., 200 McAlister St., buck. $7.50

Barnes, G. N.
The industrial section of the League of Nations. 16 p. O (Barnett House papers, no. 5) N. Y., Oxford Univ. Press pap. 45 c.

Birch, James N.
An elementary Spanish grammar; with exercises, appendices and vocabularies. 11+224 p. D N. Y., Dutton $2 n.

Blake, Isabel M.
Fez and turban tales. 9+115 p. front. pls. D c. '20 N. Y., Interchurch Press pap. 50 c. n.; 75 c. n.

Blanchard, Frank Leroy
Essentials of advertising. 322 p. il. O c. '20 N. Y., McGraw-Hill $3 n.

Bliss, Sylvia Hortense
Quests; poems in prose. 101 p. D [c. '20] Montpelier, Vt., Buswell's Book Store [A'gts] $1.25

Bobby bear. no paging 9 x 13 (Cut-out paper dolls) Phil., Jacobs 50 c.

Borrow, George
Wild Wales; its people, language and scenery. 15+622 p. S (World's classics, no. 224) N. Y., Oxford Univ. Press $1; mor. $1.75 n.

Braithwaite, William Stanley Beaumont, ed.
Anthology of magazine verse for 1920; and year book of American poetry. 182 p. (2 p. bibl.) D [c. '20] Bost., Small, Maynard bds. $2.25 n.

Brett, Oliver
A defence of liberty. 251 p. O N. Y., Putnam $3.50 n.
Partial contents: New worlds for old; Imperialism, war and revolution; Freedom of thought and action; Socialism and labor; Socialism and bureaucracy; The liberal future.

Braun, Isadore
The English-Hungarian teacher in 50 lessons. 285 p. O '21 c. '13 Milwaukee, Wis., Casper $2 n.

Brown, David Leslie
On setbacks and other inspirational fragments of a cheerful philosophy for the business man or woman. 2nd ed. 80 p. D c. '20 N. Y., James A. McCann Co., 192 West 4th St. bds. $1.25

Cabell, James Branch
The judging of Jurgen; [a fable of censorship.] 16 p. O (Baby Bookfellow ser.) Chic., The Bookfellows pap. 40 c.

Cabot, William Brooks
Labrador. 13+354 p. front. pls. O [c. '20] Bost., Small, Maynard $3 n.
An intimate account of the life and customs of the Indians who inhabit the interior of Labrador, as well as a record of the author's experiences in the country which cover a period of about 20 years.

Carden, Percy T.
The murder of Edwin Drood; recounted by John Jasper; being an attempted solution of the mystery based on Dickens' manuscript and memoranda; with introd. by B. W. Matz. 18+125 p. front. plan pls. D N. Y., Putnam $2.75 n.
An analytical survey of this story, divided into eleven episodes, offering an entirely different theory as to the ending of Dickens' unfinished novel.

Catrevas, Christina
Pegs—freshman. 281 p. il. D c. '20 N. Y., McCann Co. $1.75

Chamberlain, John Aldrich
Commercial law; a practical manual covering the fundamental principles of law as applied to business in general; with special reference to common law affecting the more usual commercial transactions. 3rd ed. 3+316 p. O c. '20 Chic., American Technical Society, Drexel Ave. and 58th St. buck. $3 n.

Child, Charles Manning
The origin and development of the nervous system; from a physiological viewpoint. 17+296 p. (15½ p. bibl.) il. diagrs. D (Univ. of Chicago science ser.) [c. '21] Chic., Univ. of Chicago Press $1.75 n.
Author is professor of zoology, University of Chicago.

Clifford, William George
Leadership; practical methods for acquiring the dominant personal powers which bring quick recognition and rich rewards in business and social life. 3 v. 376 p. il. fold. diagrs. S c. '20 N. Y., Fairfield Publishers, Inc., 110 West 40th St. $5 n. bxd.

Comstock, William Charles, ed.
A word for help from the wider world. 153 p. S [c. '20] Bost., Badger $1.50 n.
A philosophy for every day living.

Bowlby, Sir Anthony Alfred and Andrewes, Sir Frederick W.
Surgical pathology and morbid anatomy. 7th ed., rev. 600 p. il. O c. '20 Phil., Blakiston $8

Bradley, Theodore James
A laboratory manual of qualitative chemical analysis for students of pharmacy. 7+136 p. O c. '20 Phil., Lea & Febiger $2.50 n.

Bureau for Research in Government
Problems of citizenship; a manual for Minnesota voters; prepared by the Bu. for research in government of the University of Minnesota, for the General extension division of the university. 32 p. O Minneapolis, Minn., Univ. of Minnesota pap. 15 c. n.

Buxton, Dudley Wilmot
Anesthetics; their uses and administration. 6th ed., rev. and enl. 600 p. il. pls. O c. '20 Phil., Blakiston $6

California. The Bu. of Child Hygiene
Your baby; how to keep it well; [adapted from an article prepared by Dr. Josephine Baker.] 15 p. O Sacramento, Cal., California State Bd. of Health pap.

Cook, Ellen Parmelee
Laboratory experiments in organic chemistry. 2nd ed. rev. 200 p. il. D [c. '15-'20] Phil., Blakiston $1

Corporation Company of Delaware
Digest of the general corporation law of the state of Delaware. 7th ed., 1920. 32 p. S [c. '13-'20] Wilmington, Del., Corporation Co. of Delaware, Equitable Bldg. pap. gratis

Cushman, Joseph Augustine
The American species of orthophragmina and lepidocyclina. various paging tabs. pls. Q Dept. of the Interior, U. S. Geological Survey, professional paper 125-D) Wash., D. C.; Gov. Pr. Off., Supt. of Doc. pap. apply
Lower Miocene foraminifera of Florida. various paging pls. Q (Dept. of the Interior, U. S. Geological Survey, professional paper 128-B) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Durand, Silas Horton
Fragments; an autobiography and later writings. 2+353 p. front. pls. pors. O c. '20 Phil., The Biddle Press, 210 W. Washington Sq. $2.50 n.

Dunphy, Harold Morse, ed.
One thousand ways to make a living; or, An encyclopedia of plans to make money. 17+893 p. front. (por.) il. O c. '19 Spokane, Wash., [Author] $12

Ellis, Ida
A catechism of palmistry; the sciences of chirognomy and chiromancy explained in the form of question and answer; 3rd ed.; extensively revised and enl. 11+244 p. il. (diagrs.) D Phil., McKay $1.50

Everett, Mrs. Leo
The privilege of pain; introd. by Kate Douglas Wiggin. 103 p. nar. D [c. '20] Bost., Small, Maynard bds. $1 n.
Partial contents: Health and strength; Ill-health and its relation to genius; The physically handicapped philosophers; Pain, the great teacher.

Fairy folks. no paging 9 x 13 (Cut-out paper dolls) Phil., Jacobs 50 c.

Felton, Ralph A.
Serving the neighborhood. 153 p. il. D c. '20 N. Y., Interchurch Press pap. 50 c. n.; 75 c. n.

Footner, Hulbert
The owl taxi. 8+309 p. D [c. '21] N. Y., Doran $1.90 n.
A mystery story of a rich New Yorker who suddenly discovers that he has lost all his money, and exchanges places with a taxi driver. As he is about to admit his first fare he discovers that a dead woman is already occupying the car.

Foulke, William Dudley
Today and yesterday; sonnets and other verses. 172 p. O N. Y., Oxford Univ. Press $3 n.

Freeman, James Edward, D.D.
Everyday religion. 219 p. D c. '20 N. Y. and Chic., Revell $2 n.

Frothingham, Thomas Goddard
A true account of the Battle of Jutland, May 31, 1916. 62 p. maps O c. Cambridge 38, Mass., Bacon & Brown pap. $1 n.

Glen, Edith D.
Handbook on the Near East; for teachers of boys and girls from 9 to 14 years old. 63 p. front. il. maps D c. '20 N. Y., Interchurch Press pap. 25 c. n.

Gordon, Samuel Dickey
Quiet talks about life after death. 197 p. D c. '20 N. Y. and Chic., Revell $1.25 n.

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Goldie Locks and the three bears. 8 p. il. (Beddy-bye doll bks.) c. '20 Phil., Jacobs $2
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Greene, J. P.
The ideal man. 69 p. D [c. '20] Phil., The Judson Press $1
Partial contents: Character; The animal desires; The unpredestinated; The normal man. Author is professor emeritus, William Jewell College.

Hardy, Marcel E.
The geography of plants. 327 p. il. O N. Y., Oxford Univ. Press $3

Harris, Edward Norman
A star in the East. 223 p. il. D c. '20 N. Y. and Chic., Revell $1.75 n.

Hayden, Arthur
Bye-paths in curio collecting. 462 p. il. O (Collectors' ser.) N. Y., Stokes $6.50 n.

Davenport, Charles Benedict
Heredity of constitutional mental disorders. various paging (1 p. bibl.) O (Eugenics Record Office buli. no. 20) Wash., D. C., Carnegie Inst. pap.

Deering, James H.
Consolidated supplement to the Codes and general laws of the state of California of 1915; showing the changes effecting the codes and the general laws for the years 1917 and 1919; also a chronological table showing all sections of the codes and all acts of the general laws that have been amended, repealed and added since 1915. 2256 p. O '20 San Francisco, Cal., Bancroft-Whitney Co. buck. $7.50 n.

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Simplified infant feeding; with 80 il. cases; 2nd ed., rev. and enl. 9+385 p. front. pls. O c. '20 Phil., Lippincott $5

Dugan, Raymond Smith
Photometric researches; The eclipsing variable U cephei. 35 p. tabs. charts Q (Contributions from the Princeton Univ. Observatory, no. 5) Princeton, N. J., Princeton Univ. Observatory pap.

Fath, A. E.
The origin of the faults, anticlines and buried "Granite Ridge" of the Northern part of the mid-continent oil and gas field. various paging pls. maps (part fold.) Q (Dept. of the Interior, U. S. Geological Survey, professional paper 128-C) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Frazier, J. Ernest S.
The anatomy of the human skeleton. 2nd ed., rev. 600 p. O c. '20 Phil., Blakiston $10

Gamertsfelder, Walter Sylvester
Thought, existence and reality as viewed by F. H. Bradley and Bernard Bosanquet. 107 p. O c. '20 Geneva, N. Y. [Author] Hobart College pap. 75 c.

Gilbert, Frank Bixby
Gilbert's criminal law and practice; being the Code of the criminal procedure and the penal law of the State of New York; with very full notes, annotations and forms. 1780 p. O c. '20 Albany, N. Y., M. Bender $15

Gilmore, Charles Whitney
Osteology of the carnivorous dinosauria in the United States National Museum; with special reference to the genera antrodemus (allosaurus) and ceratosaurus. 159 p. tabs. il. pls. (part fold.) Q (Bull. 110, Smithsonian Inst., U. S. Nat. Museum) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 55 c.

Hancock, Eugene Thomas
The Lance Creek oil and gas field, Niobrara County, Wyoming. various paging pls. tabs. maps (in pocket) O (Dept. of the Interior, U. S. Geological Survey, bull. 716-E) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Harden, Elmer Stetson
The tender memories; Laval, 1918. 73 p. S New Bedford, Mass., Henry H. Cropo, 81 Hawthorne St. priv. pr. [450 copies]

Harris, Franklin Stewart, and others
Sixteen years of dry farm experiments in Utah. 43 p. il. tabs. pls. O (Bull. no. 175) Logan, Utah, Utah Agric. College Experiment Station pap.

Harvey, Ruth Sawyer
Drainage modifications and glaciation in the Danbury region, Connecticut. 59 p. pls. maps O (State Geol. and Natural Hist. Survey, bull. 30) Hartford, Conn., G. S. Godard, State Librarian pap. 50 c.

Heard, Adrian
The ivory fan. 6+372 p. D '21 c. '20 N. Y., Putnam $2 n.
The story of a girl, who throws convention to the winds and runs off with an actor to Southern France.

Heilig, Matthias R.
The story of Armenia. 32 p. front. (map) il. (map) D (Instructor literature ser. no. 315C) [c. '20] Dansville, N. Y., F. A. Owen Pub. Co. pap. 7 c.; 12 c.

Hendrick, Frank, ed.
Republicans of 1920. 9+255 p. front. pls. pors. O c. '20 Albany, N. Y., Albany Evening Journal leath. $20

Hertz, Joseph Herman, ed.
A book of Jewish thoughts; selected and arranged by the Chief Rabbi; with notes and indexes. 16+368 p. O N. Y., Oxford Univ. Press $2.25; mor. $6.25; india pap. $6.25 n.

Hewitt, Richard G., and Ellis, Lewis
School camps; their value and organization. 110 p. il. O N. Y., Oxford Univ. Press bds. $1.60

Hill, George Francis
The medallic portraits of Christ; The false shekels; The thirty pieces of silver. 124 p. il. O N. Y., Oxford Univ. Press $9 n.

House, Edwin Lincoln
The glory of going on. 256 p. D c. '20 N. Y. and Chic., Revell $1.75 n.

Hovine, L.
Journal d'une poupée Belge, 1914-1918; dessins de J. Hovine; edition autorisée par L'art Décoratif, C. Dangotte, Bruxelles. [A French reader, with a vocabulary.] 92 p. il. O N. Y., Oxford Univ. Press $1.35

Howarth, Eleanor K.
The elementary geography, v. 8; Britain overseas; ed. by O. J. R. Howarth. 160 p. il. O N. Y., Oxford Univ. Press $1.35

Institute of International Affairs
The German treaty text; with introd. by Lord Robert Cecil; preface by H. W. V. Temperley and a brief commentary. 8+302 p. O N. Y., Oxford Univ. Press $3.50 n.

Interchurch World Movement of North America
Susquehanna County survey by the Interchurch world movement of North America; field work done by F. E. Cholerton. 52 p. front. (map) il. Dc. '20 N. Y., Interchurch Press bds. 50 c.

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Democracy and the human equation. 10+251 p. O [c. '21] N. Y., Dutton $3 n.
A study of the U. S. government since the world war.

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Malcolm Sage, detective. 288 p. D [c. '21] N. Y., Doran $1.90 n.
The stories of the solving of seven puzzling cases which had been set before Sage for private investigation.

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English wayfaring life in the Middle Ages; 14th century; tr. from the French by Lucy Toulmin Smith; a new ed., rev. and enl. by the author. 464 p. front. il. pls. O N. Y., Putnam $7.50 n.

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Profitable poultry production. 278 p. il. D c. '20 N. Y., McCann Co. $1.75

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The first edition published under title "Practical experiments in general science."

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Descriptions of some pleistocene vertebrates found in the United States. various paging tabs. pls. O (U. S. National Museum, no. 2328) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Heisler, John Clement
Practical anatomy; an exposition of the facts of gross anatomy from the topographical standpoint and a guide to the dissection of the human body; with il. by E. F. Fabcr. 2nd ed., enl. 17+790 p. il. (part col.) O c. '20 Phil., Lippincott $8.50

Henson, Herbert Hensley, Bp. of Hereford, ed.
Sir William Anson: a memoir. 242 p. il. O N. Y., Oxford Univ. Press $5.65

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Platinum and allied metals in 1919. various paging tabs O (Dept. of the Interior, U. S. Geological Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Horback, Frank Edward
Child legislation in Iowa. 35 p. O (Studies in child welfare, 1st ser. no. 42, Feb. 1, 1921) Iowa City, Ia., University of Iowa pap.

Horner, George, ed.
The coptic version of the New Testament in the southern dialect; otherwise called Sahidic and Thebaic; with critical apparatus, literal English tr., appendix, and register of fragments. v. 4 and 5; The Epistles of St. Paul. 8+456; 588 p. O N. Y., Oxford Univ. Press $28.35

Hovde, Brynjolf J.
Diplomatic relations of the United States with Sweden and Norway, 1814-1905. 70 p. (1½ p. bibl.) O (Studies in the social sciences, v. 7, no. 4, Jan. 15, 1921) Iowa City, Ia., Univ. of Iowa pap.

Idaho. Supreme Court
Report of cases argued and determined in the Supreme Court of the state of Idaho by I. W. Hart, ex-officio reporter. v. 32. 911 p. O '20 San Francisco, Cal., Bancroft-Whitney Co. buck. $3.75 n.

Jones, Edward L., jr.
A deposit of manganese ore in Wyoming. various paging O (Dept. of the Interior, U. S. Geological Survey. bull. 715-C) Wash., D. C., Gov. Pr. Off., Supt of Doc. pap.
Some deposits of manganese ore in Colorado. various paging O (Dept. of the Interior, U. S. Geol. Survey, bull. 715-D) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

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Abrasive materials in 1918. various paging tabs. O (Dept. of the Interior, U. S., Geological Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

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Social evolution; new ed., rev., with additions. 9+404 p. O '21 c. '94-'98 N. Y., Putnam $2.50 n.

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The spoils of the strong. 308 p. D c. '20 N. Y., McCann Co. $1.90

Kitson, Charles Herbert
Elementary harmony, pt. 3. 94 p. O N. Y., Oxford Univ. Press $1.60

Knapp, E. C.
The Sunday school between Sundays. 143 p. D c. '20 N. Y. and Chic., Revell $1.25 n.

Knight, H. T.
Nature and the supernatural. 98 p. O (Church's message for the coming time, 4) N. Y., Oxford Univ. Press pap. 90 c.

Lamon, Harry Miles, and Slocum, Rob Roy
The mating and breeding of poultry. 24+341 p. front. il. diagrs. D N. Y., Orange Judd Co., 315-321 Fourth Ave. $2.50 n.

Levy, Paul Emile
The rational education of the will; its therapeutic value; with preface by Professor Bernheim; tr. from the 9th ed. by Florence K. Bright. 16+241 p. D (New thought library) Phil., McKay $2
Partial contents: The fundamental law of psychotherapy; Psychic gymnastics or Auto-suggestion in action; Hetero-suggestion: its relation to auto-suggestion; Practical applications.

Long, Haniel
Poems. 70 p. D c. '20 N. Y., Moffat, Yard $1.50
Some of these poems have appeared in *Poetry; A Magazine of Verse, The Poetry Journal, Contemporary Verse, Harpers' Magazine* and other papers.

Lynch, Frederick Henry, D.D.
Personal recollections of Andrew Carnegie. 184 p. il. D c. '20 N. Y. and Chic., Revell $1.50 n.

McCabe, Joseph [formerly Very Rev. Father Anthony]
The A B C of evolution. 5+124 p. D '21 c. '20 N. Y., Putnam $2.50 n.
The scientific knowledge of evolution told in simple, non-technical language, telling of everything, from Einstein to the Brontosaur, from the stars to the laws of social development.

The end of the world. 6+267 p. front. pls. D N. Y., Dutton $2.50 n.
Partial contents: What is the world; The menace of the ice-age; The fate of the planets; The life story of a star; The resurrection of the worlds; The death of the universe.

MacSwiney, Terence
Principles of freedom. 11+244 p. D [c. '21] N. Y., Dutton $2 n.
Partial contents: Brothers and enemies; The secret of strength; Literature and freedom; Intellectual freedom; Resistance in arms—the true meaning of the law. The author was lord mayor of Cork.

Madelay, Helen M.
History as a school of citizenship; with a foreword by the Master of Balliol. 106 p. il. O N. Y., Oxford Univ. Press $2

Mantle, Burns i. e. Robert Burns, ed.
The best plays of 1919-20; and the Year book of the drama in America. 7+477 p. D [c. '20] Bost., Small, Maynard $2 n.
The editor is dramatic critic of the New York *Evening Mail.*

Mantle, John Gregory
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Marryat, Florence
There is no death; new and cheaper ed. 265 p. plan D Phil., McKay $1.25
Personal experiences of a spiritualist.

Marshall, Arthur
A dictionary of explosives. 14+159 p. O c. '20 Phil., Blakiston $3.75 n.

Marvin, Francis Sydney, ed.
Recent developments in European thought: essays. 306 p. O (Unity ser., 3) N. Y., Oxford Univ. Press $3 n.

Mauro, Philip
Our liberty in Christ. 206 p. D c. '20 N. Y. and Chic., Revell $1.25 n.

Larsen, Esper S., and Livingston, D. C.
Geology of the yellow pine Cinnabar-mining district; prepared in co-operation with the Idaho State Bu. of Mines and Geology. various paging maps O (Dept. of the Interior, U. S. Geological Survey, bull. 715-E) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Lasell, George M., comp.
Department of Americanization; information regarding naturalization; with outline of history and government in t he United States. 45 p. tabs. charts O (Americanization bull. no. 2, ser. 1920-21) Hartford, Conn., State Bd. of Education pap. gratis

Lee, Edward Thomas
Standard legal forms; a compilation of the more common legal forms used in business and in actions at law and suits in chancery. 3+250 p. O c. '20 Chic., American Technical Society, Drexel Ave. & 58th St. $3

Leopardi, Giacomo
The dialogue between an almanac seller and a passer-by. 6 p. O San Francisco, Cal., Edwin & Robert Grabhorn, 47 Kearney St. pap.

Lindsey, Arthur Ward
The hesperioidea of America north of Mexico; a generic revision and synopsis of the species. 114 p. (3¼ p. bibl.) front. il. diagrs. O (Studies in natural hist., v. 9, no. 2: 1st ser. no. 43, Feb. 15/21) Iowa City, Ia., University of Iowa pap.

McConnell, Carl Philip
The practice of osteopathy. 4th ed. 808 p. pls. O c. '20 Kirksville, Mo., J. F. Janisch $7.50 n.

Mansfield, George Rogers
Coal in Eastern Idaho. various paging tabs., fold. chart forld. maps O (Dept. of the Interior, U. S. Geol. Survey, bull. 716-F) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Massachusetts. Minimum Wage Commission
Second report of the wages of women employed in paper box factories in Massachusetts. 53 p. tabs. charts O (Bull. no. 22) Bost., State Bd. of Labor and Industries pap. gratis

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New selaginellas from the western United States. 10 p. pls. O (Smithsonian misc. coll., v. 72, no. 5, pub. 2589) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Mayou, M. Stephen
Diseases of the eye; 3rd ed. 16+326 p. il. pls. (part col.) O N. Y., Oxford Univ. Press $4.25

Means, E. K.
Further E. K. Means; il. by Kemble. 346 p. front. D N. Y., Putnam $2 n.
Seven stories of the Louisiana negroes.

Melville, Herman
Moby Dick; or, The whale; with an introd. by Viola Meynell. 13+676 p. S (World's classics, no. 225) N. Y., Oxford Univ. Press $1 n.; mor. $1.75 n.

Milton, John
Milton, poetry and prose; with essays by Johnson, Hazlitt, Macaulay; with an introd. by A. M. D. Hughes and notes by various scholars. 12+224 p. por. facsms. O N. Y., Oxford Univ. Press $1.60

Morris, William
The life and death of Jason; introd. and notes by E. Maxwell. 30+30 p. O N. Y., Oxford Univ. Press $1.80
The notes sold separately for 70 cents.

Muller, Max i. e. Friedrich Max, and Lichtenstein, F.
The German classics from the 4th to the 19th century; with biographical notices, tr. in modern German and notes by Max Muller; a new ed. rev. and enl. and adapted to Wilhelms Scherer's History of German literature, by F. Lichtenstein. 2 v. 2nd ed. 15+712; 7+468 p. O N. Y., Oxford Univ. Press. v. 1. $3.85; v. 2, $3

Orczy, Emmuska i. e. Emma Magdalena Rosalia Maria Josefa Barbara [Mrs. Montagu Barstow], Baroness
The first Sir Percy; an adventure of the Laughing Cavalier. 301 p. D [c. '21] N. Y., Doran $2 n.
A tale of adventure in which the Laughing Cavalier, the hero of a former novel, reappears.

Owen, G. Vale
The life beyond the veil; spirit messages received and written down [by author]; with an appreciation by Lord Northcliff; and an introd. by Sir Arthur Conan Doyle; ed. by H. W. Engholm; 2 v.; Book 1, The lowlands of Heaven; Book 2, The highlands of Heaven. 8+232; 9+251 p. D [c. '21] N. Y., Doran ea. $2.50 n.
The author is Vicar of Orford, Lancashire, England.

Pictorial Photographers of America
Pictorial photography in America, 1921. 73 p. pls. Q [c. '20] N. Y., Jerry D. Drew, 63 Cliff St. [Distributor] bds. $3
The second volume which has been published representing the best current work of American photographers.

Pomeroy, Edward N.
Today and tomorrow. [verse] 195 p. D c. '20 Bost., Small, Maynard bds. $1.50 n.

Pope, Amy Elizabeth, comp.
Materia medica, pharmacology and therapeutics for nurses. 422 p. O c. Phil., Saunders $2.50 n.
Partial contents: Drugs and their preparation; The administration of drugs; The action of drugs.

Merrill, Paul Willard
Note on the air lines in spark spectra from 5027 to 8710. 8 p. tabs. O (Contributions from the Mt. Wilson Observatory, no. 183) Wash., D. C., Carnegie Institution of Washington pap. apply

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Reports of cases argued and determined in the Suprese Court of the state of Montana from April 14, 1919 to December 17, 1919; official report. v. 56. 754 p. O '20 San Francisco, Cal., Bancroft-Whitney Co. buck $4 n.

New Bedford. Free Public Library
The William L. Sawyer collection of books and pamphlets relating to printing, newspapers, and freedom of the press; pt. 2 [A bibliography]. 24 p. S '20 New Bedford, Mass., Free Public Library pap.

Oliphant, James H., and Co.
The problem of depreciated investment securities; the effect of abnormal conditions upon securities; a story on the restoration of investment securities; the sound value behind old line bonds and stocks; benefits expected from new transportation act; public utilities under tests of "fairness"; will industrials be regulated? 32 p. c. '20 N. Y., J. H. Oliphant & Co., 61 B'way apply

Olson, Conrad Patrick, comp.
Oregon laws; showing all the laws of a general nature in force in the state of Oregon; including the Special session. 2 v.; pub. by authority of an Act approved March 1, 1919. 10432 p. O '20 San Francisco, Cal., Bancroft-Whitney Co. buck $25 n.

Oregon. Supreme Court
Reports of cases decided in the Supreme Court of the state of Oregon, Frank A. Turner, reporter; v. 93; decisions between July 1 and October 21, 1919; v. 94, from Oct. 21, 1919 to January 20, 1920; v. 95, from January 20, 1920 to April 6, 1920. [3 v.] 784; 822; 800 p. O '20 San Francisco, Cal., Bancroft-Whitney Co. buck ea. $4.25 n.

Oriental Advisory Committee
Report on the terminology and classifications of grammar; [the relations between the Sanskrit languages of India and European languages]. 38 p. O N. Y., Oxford Univ. Press pap. $1.60

Oxford tracts on economic subjects; nos. 15-21; set of 7 in envelope with introd.; [no. 15, Bureaucracy and foreign trade; no. 16, Co-operation in agriculture; no. 17, Capital, capitalism and capitalists; no. 18, Causation and prevention of industrial accidents; no. 19, Overtime: its use and abuse; no. 20, Output and income; no. 21, How the stage gets what it spends]. 4 p. ea. O (Third ser) N. Y., Oxford Univ. Press 50 c. n.

Oxford tracts on economic subjects; nos. 22-28; set of 7 in envelope; with introd.; [no. 22, The nature and principles of taxation; no. 23, Capital, capitalism and capitalists: some questions about capital and the war; no. 24, The economics of large and small farms; no. 25, Price index numbers; no. 26, Railway nationalization, 1, Part history; no. 27, The story of money; no. 28, Vocational selection in industry]. 4 p. ea. O (Fourth ser.) N. Y., Oxford Univ. Press 50 c. n.

Pease, Francis G.
Photographs of nebulae with the 60-inch reflector, 1917-1919. various paging tabs. pls. O (Contributions from the Mt. Wilson Observatory, no. 186) Wash., D. C., Carnegie Inst. pap. apply

Piersol, George Arthur
Normal histology; with special reference to the structure of the human body. 12th ed. 418 p. il. O c. '20 Phil., Lippincott $4.50

Powers, Samuel Ralph
A history of the teaching of chemistry in the secondary schools of the United States previous to 1850. 68 p. (8¼ p. bibl.) tabs. O (Research pub. of the Univ. of Minn., current problems, no. 13) Minneapolis, Minn., Univ. of Minnesota pap. 50 c.

Preciado, A. A.

Exporting to the world; a manual of practical export information for all who are interested in foreign trade. 430 p. il. O c. '20 N. Y., McCann Co. $5 n.

Protocols (The) and world revolution; including a tr. and analysis of the Protocols of the meetings of the Zionist men of wisdom. 149 p. D c. '20 Bost., Small, Maynard $1.50 n.

Riggs, Mrs. Alice Claudia Shepard

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Rodney, George Brydges

Jim Lofton, American; [a novel.] 276 p. D c. '20 N. Y., McCann Co. $1.90 n.

Russell, Harry Luman, and Hastings, Edwin George

Outlines of dairy bacteriology; a concise manual for the use of students in dairying. 11th ed., [rev. and enl.] 3+231 p. il. charts plans tabs. D c. Madison, Wis., H. L. Russell $1.60 n.

Samson, D. N.

English into French; 5000 English locutions rendered into idiomatic French. 8+210 p. O N. Y., Oxford Univ. Press $5.65

Scholes, Percy A.

The book of the great musicians; a course in appreciation for young readers. 124 p. pors. O N. Y., Oxford Univ. Press school ed. $2; $2.50 n.

Scott, Sir Walter

Anne of Geirstein; or, The maiden of the mist; ed. with introd. and notes by C. B. Wheeler. 32+564 p. il. O N. Y., Oxford Univ. Press $1.60

Scott, Walter Dill

The psychology of advertising in theory and practice; a simple exposition of the principles of psychology in their relation to successful advertising. [New ed.] 9+437 p. (28¾ p. bibl.) il. tabs. facsms. O [c. '08-'21] Bost., Small, Maynard $3.50 n.

Sepharial, pseud.

The kabala of numbers; new ed., enl. and rev.; 2 v. 204; 215 p. tabs. diagrs. D Phil., McKay ea. $1.75

Partial contents: The power of numbers; Names, numbers and incidents; Thought-reading by numbers; The law of values; The geometry of nature; The law of periodicity; Colour values; Phrenoscopy; Science and superstition.

Shelley, Percy Bysshe

A philosophical view of reform; together with an introd. and appendix by T. W. Rolleston. 12+94 p. pls. Q N. Y., Oxford Univ. Press $3.75 n.

Rich, Burdett A., and others
American law reports annotated; v. 5-6. 1777; 1769 p. O '20 San Francisco, Cal., Bancroft-Whitney Co. buck ea. $7.50 n.

Roberts, Chalmers
William Heinemann; May 18th, 1863-Oct. 5th, 1920; an appreciation. 12 p. O Garden City, N. Y., Doubleday, Page pap. gratis

Rodd, Sir Rennell
The Italian people. 22 p. O (British Academy) N. Y., Oxford Univ. Press pap. 90 c.

Rose, Walter Malins
Rose's notes on the United States reports [2 Dallas to 241 U. S. reports]; showing the present value as authority of all cases therein reported as disclosed by all subsequent citations in all the Courts of Last Resort, both federal and state; and in the annotations in American decisions, American reports, American state reports, annotated cases [American and English], lawyers reports annotated, English ruling cases, British ruling cases, negligence and compensation cases annotated, with parallel references to the above mentioned annotated cases; the Lawyers' ed. of U. S. reports and the Reporter System; complete, rev. ed. by Charles L. Thompson. Bk. 19; 192 to 215 U. S.; Bk. 20; 216 to 241 U. S. 1604; 1289 p. O '20 San Francisco, Cal., Bancroft-Whitney Co. buck ea. $10 n.

Row, Ernest F.
Hints on school discipline. 60 p. O N. Y., Oxford Univ. Press pap. 90 c.

St. Louis. City Plan Commission
The St. Louis transit system; present and future; Harland Bartholomew, engineer. 36 p. tabs. fold. plans (part col.) charts diagrs. O St. Louis, Mo., C. P. Curran Pr. Co., 8th & Walnut Sts. pap.

Salyer, Mrs. Martha Young
Oft told tales retold; Bible stories. 48 p. D c. '20 Glendale, Cal., [Author] pap. 35 c.

Sanctis, Francesco de
Due saggi critici; Giuseppe Parini; Ugo Foscolo. 79 p. O (Oxford Italian plain texts) N. Y., Oxford Univ. Press pap. 90 c.

Sarup, Lakshman, tr.
The Nighantu and The Nirukta; the oldest Indian treatise on etymology, philology and semantics; critically ed. from original manuscripts and tr. for the first time in English; with introd., exegetical and critical notes, 3 indexes and 8 appendices. 80 p. O N. Y., Oxford Univ. Press pap. $2.70

Schlafer, George E.
Joy and health through play; the new age-grade-height-weight athletic standard. 19 p. tabs. pls. O (Dept. of the Interior, Bu. of Educ.) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 5 c.

Shannon, Earl V.
Analysis and optical properties of amesite and corundophilite from Chester Mass.; and of chromium-bearing chlorites from California and Wyoming. various paging tabs. O (No. 2342; U. S. National Museum) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Shears, George Peaslee
Obstetrics, normal and operative; 3rd ed., rev. by Philip F. Williams. 22+745 p. il. (part col.) O c. '20 Phil., Lippincott $8

Shive, Walter Evander
The standard shorttyping system for the standard keyboard; with modification for the Corona appended. 11 p. D c. '20 Silver City, N. M., [Author] $2

Siebenthal, C. E.
Lead in 1918; general report. various paging tabs. fold. chart O (Dept. of the Interior. U. S. Geological Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Skinner, Alanson Buck

Medicine ceremony of the Menomini, Iowa, and Wahpeton Dakota; with notes on the ceremony among the Ponca, Bungi, Ojibwa and Potawatomi. 357 p. front. pls. S (Indian notes & monographs, v. 4) N. Y., Museum of the Am. Indian, Heye Foundation $3

Slaymaker, F. L.

Harnessing the manpower to the church. 84 p. D c. '20 N. Y.] Chic., Revell $1 n.

Sloane, William Milligan

The Balkans; a laboratory of history; rev. and enl. 11+412 p. maps D c. '20 N. Y. & Cin., Abingdon Press $3 n.

Smith, H. Maynard, ed.

The early life and education of John Evelyn; with a commentary. 20+182 p. O (Oxford hist. & literary studies, v. 11) N. Y., Oxford Univ. Press $5.65

Smith, Judith F.

Faith and duty; a course of lessons on the Apostles' creed and the ten commandments; for children of eight to ten years; with a preface by the Rev. Stanislaus St. John. 15+312 p. D N. Y., Benziger Bros. $2.50 n.

Smyth, John Paterson

A people's life of Christ. 505 p. il. D c. '20 N. Y. & Chic., Revell $3.50 n.

Southerns, L.

An outline of physics. 15+202 p. diagrs. D N. Y., Dutton $2.50 n.

For the teacher of first-year physics.

Spilman, Bernard Washington

A study in religious pedagogy. 88 p. D c. '20 N. Y. & Chic., Revell 75 c. n.

Stevenson, Mrs. Sinclair

Hilary; the story of a college girl. 320 p. O N. Y., Oxford Univ. Press $2.50 n.

Strachey, Marjorie

Savitri and other women. 7+175 p. (2 p. bibl.) D '21 c. '20 N. Y., Putnam $1.75 n.

A collection of eleven stories.

Towne, Charles Hanson

The bad man; a novel; based on the play by Porter Emerson Browne. 6+279 p. front. (por.) D c. N. Y., Putnam $2 n.

A story of the Mexican border, and of the bandit who has his own idea of right and wrong.

U. S. Army. 313 Field Artillery

A history of the 313th Field Artillery, U. S. A.; [foreword by Captain John Paul]. 12+299 p. front. (por.) pls. pors. (part fold.) fold. map (in pocket) N. Y., T. Y. Crowell & Co., 426 West B'way $5 n.

A record of the 313th regiment from the time of its organization until its return to the United States, told by 20 of its officers. The volume also contains a regimental roster.

South Bend. Public Library

Books about Indiana in the Public Library of South Bend; with a list of Indiana writers represented in the Public Library [a bibliography]. 28 p. D South Bend, Ind., Public Library pap.

Standard street directory of Louisville, containing clubs, churches, public buildings, railroad stations, cemeteries, street railway routes and interurbans, public parks, hotels, office buildings, apartments, banks and trust companies, hospitals, schools, colleges and universities. 122 p. S [c. '19] Louisville, Ky., The Standard Printing Co. pap. 25 c. n.

Stanton, Timothy W., and Vaughan, Thomas Wayland

The fauna of the Cannonball marine member of the Lance formation. 64 p. pls. Q (Dept. of the Interior, U. S. Geol. Survey, professional pap. 128-A) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Stewart, George

A variety survey and descriptive key of small grains in Utah. 35 p. tabs. O (Bull. no. 174) Logan, Utah, Utah Agricultural College, Experiment Station pap.

Stinchfield, Sara M.

A preliminary study in corrective speech. 36 p. 1½ p. bibl.) il. charts tabs. O (Studies in child welfare, v. 1, no. 3; 1st ser. no. 39) Iowa City, Ia., Univ. of Iowa pap.

Stone, Ralph Walter

Gypsum in 1919. various paging tabs. O (Dept. of the Interior, U. S. Geological Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Magnesium in 1919. various paging (1 p. bibl.) tab. O (Dept. of the Interior, U. S. Geological Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Sand and gravel in 1919. various paging tabs. O (Dept. of the Interior, U. S. Geological Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Straton, John Roach, D.D.

The dance of death; should Christians indulge; Are the modern dances a sign of degeneracy in the human race; Are they a serious menace, physically, mentally, and morally to the rising generation; Should the Church today relax its attitude of opposition to such worldly indulgences; Was the action of the American Assn. of Dancing Masters in naming one of the new dances, "The Wesleyan" an insult to the entire Christian brotherhood? 51 p. D '21 N. Y., Calvary Baptist Church, The Religious Literature Dept., 123 W. 57th St. pap. 25 c.

Texas. Department of State

Act creating farmers' co-operative societies; with forms governing incorporation. 17 p. O Austin, Tex., Secretary of State pap. gratis

Tondorf, Francis A., ed.

Biography and bibliography of George M. Kober, dean of the Georgetown University School of Medicine; compiled and arranged on the occasion of his 70th birthday, March 28, 1920. various paging (12¼ p. bibl.) O Wash., D. C., Georgetown Univ. School of Medicine pap.

A vindication of vivisection; a course of lectures on animal experimentation; by men of the highest authority in the medical and other professions; given under the auspices of the Georgetown University School of Medicine, in Gaston Hall of Georgetown Univ., March 28 to May 16, 1920. 97 p. O Wash., D. C., Geogetown Univ., School of Medicine pap.

Turnbull, G. H.

Samuel Hartlib; a sketch of his life and his relations to J. A. Commenius. 8+88 p. O N. Y., Oxford Univ. Press pap. $2.25

U. S. Army. Ambulance Co. No. 33

The history and La Trine rumor of Ambulance company 33. 190 p. il. (part col.) pors. O c. '20 Morristown. N. J., F. H. Wilke, 42 Court St. ½ leath. $15 [200 copies]

Vassall-Phillips, Oliver Rodie

The Mother of Christ; or, The Blessed Virgin Mary in Catholic tradition, theology and devotion; [with foreword by Francis Cardinal Bourne, Archbishop of Westminster]. 28+524 p. front. (por.) D N. Y., Benziger Bros. $2.50 n.

Virgil, Publius Virgilius Maro

Aeneid X; ed. with introd., notes and vocabulary, by J. Jackson. various paging O (Oxford junior Latin ser.) N. Y., Oxford Univ. Press 90 c.

Ward, John Sebastian Marlowe

Gone west; three narratives of after-death experiences; communicated through the mediumship of [the author]. 19+359 p. front. (por.) D Phil., McKay $2

This work deals particularly with the Astral Plane and with Hell, written from communications thru automatic writing and during a trance of the author.

Wallace, Edgar

The daffodil murder. 305 p. D [c. '21] Bost., Small, Maynard $1.90 n.

The story of a mysterious murder of a woman, which has a touch of Orientalism.

Warren, Constance Martha Williams [Mrs. Joseph Warren]

Pearls astray. 158 p. il. D c. '20 Bost. Small, Maynard $1.25 n.

Webb, J. Cyrtis

Electro-therapy; its rationale and indications. 90 p. il. O c. '20 Phil., Blakiston $1.50 n.

Webb, Mary

The house in Dormer forest. 6+288 p. D [c. '21] N. Y., Doran $2 n.

A novel concerned with the spiritual struggle of the individual to break free from the herd.

Webber, Edoardo

Technical dictionary; in four languages; English, Italian, French and German. 2nd ed. 921 p. S N. Y., Isaac Pitman & Sons, 2 W. 45th St. $5

Wesley, John

The Epworth phenomena; to which are appended certain psychic experiences recorded by John Wesley in the pages of his journal; collated by Dudley Wright; [with a critical introd. by J. Arthur Hill]. 22+110 p. D Phil., McKay $1

A collection of the many and varied psychical incidents narrated to the founder of Methodism, and met by him during his career as a missionary.

Wilder, Harris Hawthorne

A laboratory manual of anthropometry. 173 p. il. O c. '20 Phil., Blakiston $3

Wolcott, Theresa Hunt, ed.

The book of games and parties for all occasions. 607 p. il. D c. '20 Bost., Small, Maynard bds. $2 n.

Worcester, Joseph Emerson

A new primary dictionary of the English language; a pronouncing and defining vocabulary of the words in popular use; rewritten and enl. from the original edition. 2+354 p. il. D [c. '20] Phil., Lippincott $1

A new school dictionary of the English language; prepared upon the basis of the latest ed. of the unabridged dictionary of Joseph E. Worcester. Rev. ed. [6th]. 3+395 p. il. D [c. '20] Phil., Lippincott $1.20

Worst, Edward F.

Foot-power loom weaving. 2nd ed., enl. 261 p. il. diagrs. Q c. '20 Milwaukee, Wis., Bruce Pub. Co., 129 Michigan St. $5 n.

Wynne, Walter E., and Spraragen, William

Handbook of engineering mathematics; 2nd ed., rev. and enl. 8+282 p. diagrs. D c. '20 N. Y., Van Nostrand $2.50 n.

Zwemer, Samuel Marinus

Christianity the final religion; addresses on the missionary message for the world today; showing that the old Gospel is the only Gospel. 110 p. O c. Grand Rapids, Mich., Eerdmans-Sevensma Co. $1.25

U. S. Dept. of the Interior. Reclamation Service

Publications of the U. S. Reclamation Service; including publications from other sources relating to the Reclamation Service. 95 p. tabs. O (List of pub. no. 5 [superseding lists nos. 1, 2, 3, and 4]) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. gratis

U. S. Dept. of the Interior. Bu. of Education

Survey of the schools of Brunswick and of Glynn County, Georgia. 82 p. tabs. O (Bull., 1920, no. 27) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 15 c.

U. S. Geological Survey

Forty-first report of the Director of the United States Geolgical Survey [George Otis Smith] to the Secretary of the Interior, for the fiscal year, June 30, 1920. 180 p. tabs. fold. col. pls. O (Dept. of the Interior) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Ward, Freeman

The quaternary geology of the New Haven region, Connecticut. 78 p. pls. maps (part fold.) tabs. charts O (State Geol. & Natural Hist. Survey, bull. 29) Hartford, Conn., G. S. Godard, State Librarian pap. 50 c.

Washington. Supreme Court

Washington reports v. 107; cases determined in the Supreme Court of Washington May 12, 1919 to July 29, 1919, Arthur Remington, reporter; v. 108, July 29, 1919, to December 5, 1919. [2 v.] 813+810 p. O '20 San Francisco, Cal., Bancroft-Whitney Co. buck ea. $4 n.

Whiting, Henry V., and others

Reports of cases determined in the District courts of appeal of the state of California from November 26, 1918 to February 18, 1919. 923 p. O '20 San Francisco, Cal., Bancroft-Whitney Co. buck $3 n.

Rare Books, Autographs and Prints

IT may not be generally known that the correspondence of Arthur Hallam with Alfred Tennyson and his sister, to whom he was engaged, is among the treasures of the Wellesley College Library.

In the current catalog of Bernard Quaritch of London the Kelmscott Chaucer is listed at £200. Only a few years ago it sold as low as £50 and it was generally believed to have had its day.

There will be an exhibition of fine prints of old and modern masters at the gallery of E. Weyhe, Madison Ave., from January 25 to February 5. There are about twenty Zorns on view and among others there are some fine Rembrandts and Whistlers.

The Brooklyn Museum announces an exhibition in the Print Galleries of subjects to commemorate the landing of the Pilgrims. The exhibition of about 150 prints will continue until February 15 and is intended as a contribution to the Pilgrim Tercentenary Celebration.

Sporting prints, English color prints, original drawings and views from the stock of the late George D. Smith will be sold at the Anderson Galleries on the evening of February 3. The original drawings include work by Hablot K. Browne, George Cruikshank, George Du Maurier, Thomas Rowlandson and many other artists of lesser fame.

Colored plate books, which were temporarily eclipsed by the rarities of early English literature which has attracted world wide attention, are returning to old time favor and are making new high records. An uncut copy of the first edition of Combe's "Tours of Dr. Syntax," with colored plates by Rowlandson, recently brought £280 at Puttick & Simpson's in London. A copy of "The Annals of Gallantry" with colored plates by Cruikshank £90.

Selections from the library of a Pennsylvanian and also a portion of one from England will be sold at the Anderson Galleries February 8. A special feature of this sale is the large number of collected sets, mainly of first editions, of American and English authors. Among these are the works of Lord Lytton in 110 volumes; James Fenimore Cooper, 115 volumes; Sir Arthur Conan Doyle, 35 volumes; Charles Dickens, 57 volumes; Bret Harte, 41 volumes and all presentation copies; Samuel Lover, 12 volumes; Charles Reade, 45 volumes; and W. M. Thackeray, 68 volumes. There are also some choice manuscripts, standard sets in fine leather bindings mainly by the best English binders, a few scarce first editions and some miscellaneous rarities.

We are now fairly started on the last half of this auction season and the recent Smith and Edgar sales furnish a fair indication of what we may expect. Quite in keeping with good business and the times, the old days of erratic, hit or miss buying seems to have passed. Occasionally, a collector wanting a book or manuscript badly is quite willing to pay an extravagant price, but such cases are exceptions. Collectors and dealers are using sterling good sense, and prices generally are quite what they should be. There are of course bargains in mediocre books, and the second hand dealer and the buyer for his home library profit from them, but even books of this character are bringing a good deal more than they were a few years ago.

The death of Henry W. Bruton, which occurred in Gloucester, England, last month, removes one of the last surviving links with George Cruikshank, the great illustrator, who died some forty years ago. Bruton was 77 years old and had been interested in book collecting since his youth. He first met Cruikshank at Sotheby's, March 19, 1872, and on the same day became acquainted with Dr. Edward Truman, another Cruikshank collector and enthusiast. In 1897, Mr. Bruton decided to sell his collection of Cruikshankiana, one of the choicest of its kind, and it was sold in June of that year at Sotheby's and realized £2518, which was low compared with present values. When Dr. Truman died, Mr. Bruton became one of his executors, preparing the catalog of his friend's books and prints; the sale of which lasted six days at Sotheby's in May, 1906, and realized £954. Mr. Bruton's interest in Cruikshankiana never ceased, but his later collecting was devoted to other lines. He was, in later years, greatly interested in Rembrandt etchings, original drawings of Rowlandson and the early works of Dickens.

The military papers of General Richard Monckton, second in command in the successful expedition against Quebec, including many letters and documents of the greatest historical interest and value, will be sold at Sotheby's, in London, February 10. General Monckton appears to have been very careful in preserving all material that came into his hands and his family has held it intact during the long period since. The letters include a notable series of fifty or more written by General Wolfe during the preparation of the expedition against Quebec and furnish the most detailed and authoritative history of this epoch-making campaign. Among the documents is the order for the expulsion of the Acadians from Nova Scotia, immortalized in Longfellow's "Evangeline," and General Wolfe's plans if he was victorious, and also a scheme for the final overthrow of French influence and power in North America. There

are also orderly books of the period and many French papers formerly belonging to Marquis de Vandreuil, the French governor of Canada, which tell the other side of the struggle. It would seem regrettable, indeed, if the British and Canadian governments failed to take sufficient interest in this invaluable historical material to preserve it intact. It is reported that the British Museum is interested, and certainly these papers would make an addition to its great Americana collection that would be worth while.

Part III. of selections from the purchases and stock of the late George D. Smith was sold at the Anderson Galleries, January 20 and 21, by order of his estate. This part brought $55,225, making the grand total from the three parts $163,478. The highest price was $3700 paid by Ernest Dressel North for Martha Washington's Bible, printed at the Clarendon Press, Oxford, in 1783, with her autograph in three places. Gabriel Wells paid $3300 for Lord Byron's manuscript of "Sardanapalus" written at Ravenna and considered one of the most important Byron manuscripts in existence. Dr. A. S. W. Rosenbach gave $2500 for the Bridgewater copy of the first edition with the first title-page of Milton's "Paradise Lost." The manuscript poem of Captain Nathan Hale, descriptive of the first Revolutionary war camp, at Cambridge, four small quarto pages, was bought by Byrne Hackett for $500. Other important items and the prices which they brought were the following: Elizabeth Barrett Browning's "Sonnets," 1847, privately printed, $308.50; Burns's "Poems," Kilmarnock edition, $2275; Beauvais's "Mirrour of the World," Westminster, 1490, printed by Caxton, $2625; Grimm's "German Popular Stories," illustrated by George Cruikshank, 1826, first issue of the first edition, $800; Dickens's "American Notes," 1842, first issue of the first edition and an author's presentation copy, $700; a transcription in Dickens's handwriting of "The Death of Little Nell," with presentation inscription signed, $210; Herrick's "Hesperides," 1647, first edition, $900; Ben Jonson's own copy of Horace printed at Florence, in 1613, with the great dramatist's name on the title-page, $530; Lamb's "Elia," uncut, 1823-33, first editions, $355; Session Laws of New Jersey, printed at Perth Amboy, 1723, the first book printed in New Jersey, $1175; "The Newe Testament in Englysshe," London, 1546, a unique and hitherto unknown and undescribed edition of Coverdale's version, $2460; Shakespeare's "Henry the Fifth," London, 1608, third edition, $1010; Spenser's "Faerie Queen," 1590-96, first issue of the first edition, $1200; "Complaints," 1591, $135, and "Colin Clout," 1595, $300; the original manuscript of a portion of an unpublished play by W. M. Thackeray, twelve octavo pages, about 1837, $485; Walton's "Angler," 1653, first edition, $1600; and Trumbull's "McFingal," 1782, first edition, Washington's copy with his autograph, $1400.

F. M. H.

Auction Calendar

Tuesday evening, February 8th, at 8:15 o'clock. The library of a well-known Pennsylvania collector and a library from England. (No. 1557; Items 275.) The Anderson Galleries, 489 Park Avenue, New York.

Catalogs Received

Aldre och Sällsynta Svenska Böcker, Planschverk och Autografer. (No. 157; Items 887.) Björck & Börjesson, 62 Drottninggatan, Stockholm, Sweden.

Choice collection of second-hand books. (No. 16.) Conder's Bookstore, 31 West 15th Street, New York.

Choice and interesting books, including many in new condition. (No. 262; Items 434.) Holland Bros., 21, John Bright St., Birmingham, England.

Greek, Latin, rare and foreign books. (No. 12; Items 995.) Robert Cecil MacMahon, 78 West 55th Street, New York City.

Interesting assortment of books; many being rare and valuable works from the libraries of the Earl of Clonmell and Lord Calthorpe, and other sources. (No. 381; Items 640.) Edward Baker's Great Book Shop, 14 and 16, John Bright St., Birmingham, England.

Interesting miscellaneous books, Americana, angling, art, biography, and other choice items. (No. 79; Items 487.) Schulte's Bookstore, 80 Fourth Avenue, New York City.

Interesting assortment of books, many being rare and valuable works from the libraries of the Earl of Clonmell and Lord Calthorpe and other sources. (No. 381; Items 640.) Edward Baker's Great Book Shop, 14 and 16 John Bright St., Birmingham, England.

Interesting Miscellaneous books, Americana, angling, art, biography, and many other choice items. (No. 79; Items 487.) Schulte's Bookstore, 80 Fourth Ave., New York City.

Library Editions of standard authors, memoirs, biographies, etc. (No. 400; Items 1626.) Maggs Bros., 34 and 35 Conduit St., London, W., England.

Le Correspondent des bibliophiles Français et etrangers, livres anciens et modernes. (No. 323; Items 608.) G. LeMallier, Libraire, 25 rue de Chateaudun, Paris.

Miscellaneous works, including history, science and art, biography, sport, travel, memoirs, etc. (No. 383; Items 484.) Edward Baker's Great Bookshop, 14 and 16, John Bright Street, Birmingham, England.

Rare Americana, an interesting collection selected from various sources, including a consignment from London. (No. 113; Items 233.) Heartman Auction Co., 31½ Merchants Row, Rutland, Vt.

Scarce and standard books in English literature, Gibbon's Roman Empire, first edition, 1776, autograph letters of Samuel Johnson Boswell: The Baskerville Addison, 1761. (No. V; Items 455.) Dunster House Bookshop, 26 Holyoke St. and Mt. Auburn, Cambridge, Mass.

Scarce and Interesting Books. (No. 22; Items 417.) Frank Redway, 9 Thornton Road, Wimbledon Common, England.

Second-hand books, general and unclassified. (No. 12; Items 363.) J. J. Mangan Son, 174 So. Common St., West Lynn, Mass.

Südamerika America Meridional. (No. 203; Items 1069.) Karl W. Hiersemann, Buchhandler und Antiquar Konigstr. 29, Leipzig, Germany.

Verlagsbucher. (No. 34; Items 2115.) Martin Breslauer, Französische Str. 461, Berlin W. 8, Germany.

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To foreign countries $7.00

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Advertising Rates

Front section (full pages only) $60.00
Back section—
One page 50.00
Half page 30.00
Quarter Page 15.00
Eighth Page 7.50

The above rates are unspecified positions. Special rates for preferred positions.

Higher rates for the Summer Reading Educational Number and Christmas Bookshelf, *and for the monthly* Book Review *supplement sections.*

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Under the headings of "BOOKS WANTED" *and* "BOOKS FOR SALE" *subscribers are charged 15c a line (no charge for address); non-subscribers 20c a line, address extra. Bills for this service will be rendered monthly. Objectionable books are excluded as far as they are noted.*

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] *after their firm name. The appearance of advertisements in this column, or elsewhere in the* WEEKLY *does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.*

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY *is not responsible for errors. Parties with whom there is no account must pay in advance.*

Under "HELP WANTED" or for other small undisplayed advertisements, the charge is 20 cents a nonpareil line. No reduction for repeated matter. Count seven words to the line.

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'Tis True 'Tis Pity; and Pity 'Tis 'Tis True

Special to The New York Times.

ALBANY, Jan. 19.—"A few days ago one of the financial agencies (either Dun's or Bradstreet's) gave out the information that of all the failures recorded in 1920, 84 per cent, were of firms which did not advertise."

This was the statement of George A. Cullen, Vice President of the North American Fruit Exchange and Vice President of the Lackawana Railroad, in an address to the New York Agricultural Society at its meeting just ended here.

What part will publicity plans play in your Budget for 1921*?*

The Publishers' Weekly

The Weekly Book Exchange

Books Wanted and For Sale

BOOKS WANTED

William Abbatt, Tarrytown, N. Y.

18 Mos. in Confed. Army, R. W. Murray, 1877.
Ups and Downs in America, Alfred Newman, 1868. Both published in England.

Aldus Book Co., 89 Lexington Ave., New York

Cabell, Anything by.
George Sand, Letters to Her Daughter.
Kay Neilson, Powder Puff and Crinoline.
This Side of Paradise, first edition.
Odd Volumes of the Yellow Book and Savoy.
H. L. Menchen, Ambrose Bierce, J. M. Barrie.
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Grimes, J. Stanley, Outlines of Geonomy, Boston, 1858.
Grimes, J. Stanley, Geonomy, Albion, Mich., 1856.
Grimes, J. Stanley, Geonomy, Philadel., 1885.

Baptist Book Concern, Louisville, Ky.

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Browne, J. Ross, Report on Mineral Resources of Rocky Mts. and Cal., 1860-65.
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Lincoln & Douglas Debates, 1860.
Bourrienne, Napoleon, 3 vols., Bentley. 1885.
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Ladies Repository, vols. 4 and 6.
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Brackett, E. T., Speeches.
Appleton, Cyclopaedia of Amer. Biography, 6 vols., 1915.
Psychical Research Society, Jl. 1910, 1915 to 1918.

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Sappho, Tr. by Wharton, Lane, New York.
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Encyclop. Britt., 11th original ed., cloth and leath.

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- Litch, W. F., American System of Dentistry.
- Maury, F., Treatise on the Dental Art, 1843.
- Pleasants, J. A., Treatise on the Function, Disorders and Treatment of the Teeth, 1833.
- Raper, H. R., Elementary and Dental Radiography.
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- Tucker, J., Address Delivered Before the American Academy of Dental Science, Boston, 1881.
- Taft, John, Practical Treatise on Operative Dentistry, 1877.
- Union Meeting of the N. J. and Pa. State Dental Societies at Asbury Park, Phila., 1892.
- Wescott, A., Review of Remarks on Professional Education of Dentists.
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Philosophy of Rossini Eng. trans.
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North Amer. Review, Jan., March, 1919.
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World's Work, Mar., Apr., Oct., 1919; May, Nov., 1915.
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Kaufmann's, 5th Ave., Smithfield St., Pittsburgh

History of Minstrelsy and Troubadours.

Kendrick-Bellamy Co., 16th St. at Stout, Denver

The Crucifixion by an Eye Witness.

Kleinteich's Book Store, 1245 Fulton St., Brooklyn

Espy, J. P., The Human Will.
Edwards, J., On Freedom of the Will.

Korner & Wood Co., 737 Euclid Ave., Cleveland, O.

Symons, Studies in Seven Arts, E. P. Dutton.
N. J. Floyd's Last of the Cavaliers, pub. J. P. Bell.
N. J. Floyd's Thorns in the Flesh, pub. J. P. Bell.
Opal Whiteley, The Fairyland About Us.
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P. Gibbon, Salvatôr, Doubleday, Page.
P. Gibbon, Flower of the Peach, Century.
Champney's Romance of French Abbeys, Putnam.

LaSalle & Koch Book Shop, Toledo, Ohio

Upton's Standard Symphomis, latest ed.

Charles E. Lauriat Co., 385 Washington St., Boston

Datos Materia Medica Mexicana, 2 parts.
Thompson, J. B., Napier & Merker Grasses, Bulletin 153, Exper. Station, Gainesville, Florida.
Crevost & Lemaire, Produits Economiques Indo Clime.
Ebrietates En Comium, or the Praise of Drunkenness, Boniface Oinothilus.
Mongols in Russia, Curtin.
Second Post, Lucas, Mac.
A Maderia Party, 2 copies, Mitchell, Century Co.
Watts Blake, Chesterton.
The Sorcery Club; Werewolves; Some Haunted Houses of England and Wales: Haunted Highways; Ghostly Phenomena, all bv Elliot O'Donnell.
A Few Remarks, Simon Ford.
Grey Beards at Play, Chesterton.
Themis, Harrison.
Shadow Eaters, Casseres.
Open Door, Conan Doyle.
All of Nature's Fashions in Lady's Slippers for the Northern and Eastern Part of the U. S., by C. S. Young, 1915.
Guinea Gold, Beatrice Grimshaw.
Lady of the Island, Beatrice Grimshaw.
Lumen, Flammarion.
Hawthorne, Lenox ed. T. Y. Crowell, set or odd vols.

Lemcke & Buechner, 32 E. 20th St., New York

Collins, Green Algae of North America.
West, British Fresh Water Algae.

Liberty Tower Bookshop, 55 Liberty St., New York

Darkness and Dawn, G. A. England, Pub. Small, Maynard.

C. F. Liebeck, 859 E. 63rd St., Chicago, Ill.

Sabin's Dictionary Americana, any parts.

Little, Brown & Co., 34 Beacon St., Boston, Mass.

Lalanne on Etching, with an introduction by Kohler, pub. by Estes & Lauriat, Boston, 1880.
The Technological and Scientific Dictionary by Goodchild and Tweeney, pub. Lippincott.

Lord & Taylor Book Shop, 5th Ave.-38th St., N. Y.

Hendricks, Story of Life Insurance.
Man on the Box, Bobbs-Merrill.
Half a Rogue. Bobbs-Merrill.
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Lowman & Hanford Co., Seattle, Wash.

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Mother Goose, set to music, copyrighted by O. M. Dunham, board binding, old ed.
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Illustrated History of English Literature, Garnett and Gosse, vol. 14.
Cambridge History of Literature, vol. 12.
Gaynor's Letters.
Darwin's Works
Herman Melville Works.
Andrew Lang's Works.
Gustavus Meyers, History of Franchises, U. S. Supreme Court, Tammany Hall.
Whittaker, The Origins of Christianity.
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Open Boat, Stephen Crane.
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Mallock, Is Life Worth Living?
The Makepeace Family in America.
Translation of Plato's Works, Jowett, Oxford, 3d ed.
Prince, A Treatise on Horticulture. 1808.
Kendrick, The New American Orchardist, 1832.
Herbals.
Gardener, New American Gardener, 1804.
Gardener, New American Gardener. revised ed., 1818.
McMahans, American Gardeners' Calendar, 1806.
McMahans, American Gardener's Calendar, 11th ed., 1857.
Thorburn, Gentlemen's and Gardener's Kalendar, 3d ed., 1821.
Fessenden, New American Gardener.
Bridgeman, The Young Gardener's Assistant, 1829.
Bridgeman, The Young Gardener's Assistant, any separates of.
Britannica. Cambridge ed.
A Short Life of Napoleon Bonaparte, by Ida M. Tarbell, with 250 illustrations, pub. McClure, 1895, paper. (Double column.)
Mrs. Eddy. Science and Health, 1st ed.
Petronius Works, all or any, in translation.
Roman and the Teuton, Kingsley
Anderson, Constitutions and Documents Illustrative of French History.
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Gibbon, large type.
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Joseph McDonough Co., Albany, N. Y.

Perry's Japan Expedition, 3 vols.
The Presidents of America, Boston, 1879.
Report on N. Y. Indian Problem, Albany, 1889.

J. B. McGee, 176 W. 81st St., New York

Bennett, Denry the Audacious.
Conrad, Nostromo, N. Y., 1904.
Conrad, Nigger of the Narcissus, N. Y., 1914.
Conrad, Set of Six, N. Y., 1915.
Davis, Dr. Jameson's Raiders.
Davis, Stories for Boys, 1891.
Emerson. Natural History of Intellect, 1893.
Paine, Mark Twain's Letters, limited ed.
Twain, Tom Sawyer Abroad, 1894.
Twain. Tom Sawyer Abroad: Tom Sawyer, Detective, etc., 1896.
Twain. Eve's Diary, 1906.

John Jos. McVey, 1229 Arch St., Philadelphia, Pa.

Herten, Common Bacterial Infections of the Digestic Tract, 1907.
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Burr, Jane, The Passionate Spectator.
Southern Literary Messenger, Oct.-Nov., 1848.
The Pioneer (a periodical), March, 1843.

Missouri Store Co., Columbia, Mo.

Thorp, Dictionary of Applied Chem., 5 vols., pub. Longmans, Green.

Morris Book Shop, 24 N. Wabash Ave., Chicago

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Single Tax Review, vol. 17, no. 6.

Philadelphia Book Co., 17 S. Ninth St., Philadelphia

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Pilgrim Press, 14 Beacon St., Boston, Mass.

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Clark, Can I Believe in God the Father?

Presbyterian Book Store, 6th Ave., Wood St., Pittsburgh, Pa.

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Presbyterian Book Store, 411 N. 10th St., St. Louis

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Stephen, Liberty, Equality, Fraternity.
Winters, Bootles Baby.

Queen City Book Co., 43 Court St., Buffalo, N. Y.

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Master Christian.
National Geographic Mag., Feb., 1920, 3 or more.

Radical Book Shop, 867 N. Clark St., Chicago

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The Rare Book Shop, 813-17th St., Washington, D. C.

Rawlinson's Herodotus, 4 vols.
D'Auvergne, Old English Castles.
Hickey, The Constitution.
Dell, Greatheart.
Vincent, Periplus of the Erythrian Sea, 2 vols., London, 1800.

Raymer's Old Book Store, Seattle, Wash.

Mystic Thesaurus.
Confucius, Astrolat Press, London.

Realty Associates Inv. Corp., 31 Nassau St., N. Y.

Gold Bricks of Speculation, John Hill, Jr.

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Through South America's Southland, Zahm.
Island of Dr. Moreau, Wells.

Rosenbach Company, 1320 Walnut St., Philadelphia

Oscar Wilde and His Mother, Anna Comtesse de Bremont, London, 1881, Everett & Co.

St. Paul Book & Sta. Co., 55 E. Sixth St., St. Paul, Minn.

The Great Lakes, Curwood.

Schaefer & Koradi, 4th & Wood Sts., Philadelphia

Kalischer, Beethoven's Letters.

Schulte's Book Store, 80 Fourth Ave., New York

Science and Health, 1st 10 eds.
Christian Science Journals, 1st 10 numbers.
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Whitlatch, Golf for Beginners and Others.
Wentworth, New Testament, Pocket ed., cloth.
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History of Indian and Colored Races.
Orestes, Brownson's Complete Works or odd vols.
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Scientific American, 233 Broadway, New York

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Lockwood's Colonial Furniture.

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Alford, H., Letters from Abroad, London, 1865.
Barber, E., Greek Political Theory, Plato and His Predecessors, Methuen.
Bazin, Nnu, Scribner.
Bazin, Redemption, Scribner.
Berenson, Criticism of Italian Art. 2 vols.
Bird, Robt., Paul of Tarsus, Scribner, 1900.
Bourget, The Disciple, Scribner.
The Christian Book, ed. by T. C. Croker, illus., 2 vols., London, 1828-20.
Connolly, An Olympic Victor, Scribner.
Dulac, Portfolio.
Du Maurier, Trilby, 1st Eng. ed., 3 vols., cloth.
Engineering News, March 1st, 1900.
Gordon, Dahlias, Stokes.
Henderson, Adam's Dream and Other Miracle Plays, Scribner.
Hopper, J., Caybigan, Doubledav.
Inge, Christian Mysticism, Scribner.
Le Bon, Crowds, Macmillan.
Lockwood, Furniture Collector's Glossary, last ed., Walpole Society.
Low, W. H., A Chronicle of Friendship, Scribner.
Machen, House of Souls, Estes.
Mackenzie, J. S., Arrows of Desire, Macmillan.
Maurice. C. E., Revolutionary Movement in 1848, Macmillan.
Menchen, Europe After 8:15, Lane.
Norway, A. H., Naples Past and Present, Methuen.
Page, Marse Chan., Scribner.
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Phillips, D .G., Hungry Heart, Appleton.
Proctor, Great Pyramids, Longmans.
Quiller Couch, Splendid Spur, Scribner.
Reama, H. H., Electroplating and Analysis of Solutions, last ed., pub. by author, Brooklyn.
Ricci, Louis XVI. Furniture, Putnam.
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Warman, S., Songs, Rand, Averv Co.
Williams, Madame Recamier.
Woodberry, G. E., Heart of War. Macmillan.
Benson, Dodo.
Archer, Wm., Dramatic Year, ed. by Ed. Fuller.
Bonsal, American Mediterranean.
Bryan, Harley's Sacrifice.
Butler, S., Erewhom Revisited, London, G. Richards, 1901.
Butler, S., The Evidence for the Resurrection of Jesus Christ, privately printed, London, 1865.
Butler, S., Evolution Old and New, 2d ed., London, Bogne, 1882.
Butler, S., Fair Haven, 2d ed., London, 1873.
Butler, S., Way of All Flesh, 1st ed., London, Grant Richards, 1903.
Douglas, J. H., Works of George Cruikshank.
Dreiser, The Genius.
Fairbanks, Stories of Rocks and Minerals, Educ. Pub. Co.
Fiske, American Revolution, 1896, large paper, buckram.
Fiske, Discovery of America, large paper.
Fleming, Vocabulary of Philosophy, ed. by Calderwood, Scribner.
Garland, U. S. Grant, Doubledav, Page.
Griffith, W., Palms of British East India.
Gilchrist, Wm. Blake, reprint.
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Suderman, Song of Songs.

C. Everette Smith, 1113 Story Bldg., Los Angeles Calif

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Williamson, Miniature Painters, Imp. 8vo.
Stewart, A. T., Catalogue, limited 100 copies.
London Art Journals, Virtue & Co., 1882 to 1913, also 1911, 1912, 1913.
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Morgan, J. Pierpont, Catalogues of Bindings, Royal English and French, also Early Printed Books.

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Smith & McCance, 2 Park St., Boston, Mass.

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Scott, Fortunes of Nigel, vol. 27, Constable & Co., 1895.
Any Base Ball Guides back of 1898.
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Quaint Corners of Ancient Empires, Shoemaker, Putnam.
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Alfred Lyttleton, by Lyttleton, pub. Longmans, Green Co.
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Anderson's Social Values, pub. Houghton Mifflin Co.
Jowett's Plato, published by Scribners, in 4 vols.
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Entered as second-class matter June 18, 1879, at the post office at New York, N. Y., under the Act of March 3, 1879. Subscription price, Zones 1-5, $6.00; Zones 6-8, $6.50; Foreign, $7.00.
English Agent: D. H. Bond, 407 Bank Chambers, Chancery Lane, W. C., London.

VOL. XCIX. NEW YORK, FEBRUARY 5, 1921 No. 6

Alfred A. Knopf

220 W. 42 St., N.Y.

The Borzoi Standard and 1921

IN the five and a half years that I have been publishing them, Borzoi Books have made great progress in the most substantial of all possible ways.* During the past season this progress has developed to the point where I can promise for the future a standard both editorially and from a manufacturing point of view that will be higher than ever before.

Hergesheimer, Dell, Mencken, Willa Cather, Mary Borden, Clarence Day, Jr.,—more and more the choicest of our young American writers are coming to be identified with my list, and it is to the promotion of the work of such men and women that I intend chiefly to devote my energy.

My manufacturing standard, which has won for Borzoi Books the reputation of being the best looking produced in any country today, will be rigorously maintained.

I face the new year enthusiastically confident that despite the fact that they are more expensive than other books, the quality and the whole hearted sincerity back of Borzoi Books will win for them, slowly perhaps, but surely, a growing audience that will embrace the men and women of the highest type in every community.

It is in this spirit that I ask your especial cooperation for 1921.

Alfred A. Knopf

*Sales in 1919 increased 166% over 1918; 1920 went 47% ahead of 1919; January 1921 almost 39% ahead of a year ago. Verbum sap.

Canfield—Lewis—Wassermann—Irwin

THE BRIMMING CUP

A Great American Novel

By Dorothy Canfield

Author of "The Bent Twig"

The story of a lovely woman who goes deep into her own heart to find out if a really honest love can survive.

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MAIN STREET

One Hundred and Fifth Thousand

By Sinclair Lewis

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Translated by Ludwig Lewisohn

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Author of "Phoebe and Ernest"

A humming mystery story with a psychic plot.

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Do You Know That LINCOLN'S BIRTHDAY Is February 13th?

Not Abraham's of course, but that of the foremost of present day Lincolns—Joseph C.

Why not celebrate it by making a special display of THE PORTYGEE, the best seller that the whole country is chuckling over. You are safe in pushing this novel because everyone loves Lincoln and this story, with its wholesome, human characters and satisfying plot.

THE PORTYGEE is a best seller and the New York Globe put it just right when it said, "So long as Joseph C. Lincoln's a best seller all's right with the country."

The whole family reads THE PORTYGEE and everyone of them finds enjoyment in it.

The frequency with which re-orders have been coming from all parts of the country indicates that THE PORTYGEE is one of the livest titles among the midwinter books. The next Lincoln novel will not be ready until late June. Sell THE PORTYGEE and make new friends for the next book. A Lincoln reader is a Lincoln booster. This is an Appleton Book. D. Appleton & Company, New York and London.

High Praise from Leading New York Newspapers

THE NEXT CORNER

By

KATE JORDAN

Author of "AGAINST THE WINDS"

The New York Sun says:

"'The Next Corner' is an international romance of four countries. The scenes are vivid, the people in the book in many cases live, and in all cases help make the book live. 'The Next Corner' has interest, power and conviction."

The New York Times says:

"The changes of environment give an opportunity for many varied and clearly drawn word pictures of which Kate Jordan has made admirable use. Her descriptions are vivid and colorful.....The long novel, which holds the reader's attention throughout, contains many very passionate love scenes, and is one of carefully built situations, two of which are especially dramatic and important."

The New York Tribune says:

"The fascination of Kate Jordan's earlier novel 'Against the Winds' is recalled by 'The Next Corner.' There is the same strength of emotional appeal, the same vivid characterization, the same variety of intensely dramatic situations.....'The Next Corner' stands out as a successful novel on account of the ecstatic sweep of its style, its warm, vital figures and its cleverly conceived plot."

The New York Herald says:

"Here is plot—from the first page to the last—by an author who knows how to keep the ends of all the strings of her story in her own hands..... There are writers who hold higher rank in the matter of word craftsmanship who could well afford to study the narrative excellence of this story."

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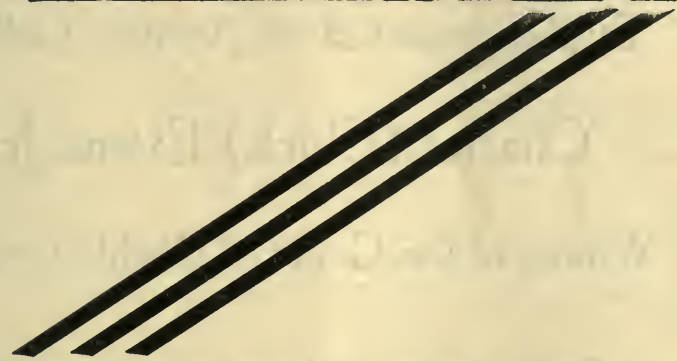
By EVELYN VAN BUREN



ZIZI'S CAREER

By EVELYN VAN BUREN

There is a breathlessness about this story that defies analysis. From the moment you stand looking into the night, waiting for the first sound of the train from the West, until the end when there is an unlooked for knock at the door, you are excited and expectant—and you don't know why. There's magic in it.

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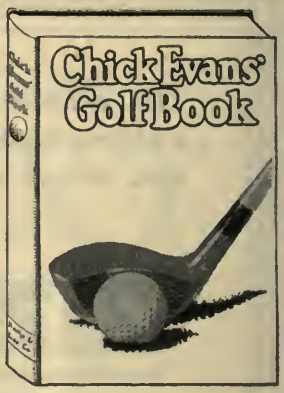

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To be published March 1 - - - - - - $3.50 net

REILLY & LEE CO. PUBLISHERS CHICAGO

The Publishers' Weekly
FOUNDED BY F. LEYPOLDT

February 5, 1921

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

The Paper Novel

THE Stokes announcement of Mrs. Atherton's "Sisters-in-Law" gives two prices, $2.00 in cloth, $1.50 in paper covers. The experiment will be watched with interest by publishers and booksellers.

The chief difficulty is likely to be, as has been frequently pointed out, that the public expects more difference in price between cloth and paper covers than it is possible to give. The difference in the cost of manufacture is not more than ten cents or twelve cents per volume, and it is difficult to see how even as much as fifty cents difference can be thus effected in the retail price.

The public has repeatedly called for paper books in letters written to the newspapers, but very frequently the writers have indicated that they expected that this would mean that the $2.00 titles would be had then for about $1.00. If that is the general impression as to the difference in cost, the public is likely to express disappointment at a 25 per cent change.

Before the war, when our fiction was selling for about $1.40, French yellow-backed novels sold for 3f. 50, or, on normal exchange, about 70 cents. This familiar comparison naturally led many to think that about half the price of our fiction could be saved if the French method should be adopted. This comparison, however, left out the very necessary allowance for the different purchasing power of money in the two countries. Like the traveler who found a Paris two-franc table d'hôte which equalled one at a dollar in New York and concluded that if we omitted the ice cream (which was the only difference he could see) the price might be made forty cents on this side.

One thing that must very highly recommend the cloth binding to the publisher's merchandising sense is that this feature, which costs but ten or twelve cents more than paper to put on, looks like a dollar more value to the average customer.

America Month

WHILE there will always be regrets expressed among the young people passing thru our school system that two such obvious occasions for holidays as the birthdays of the father and the saviour of our Union should fall in one short month, a month when little recreation can be obtained even when the holiday occurs, this concentration does serve to keep in everyone's mind that February is a time to renew acquaintance with the great names of our history and the great movements in its upbuilding. Too many there are whose knowledge of Washington's contribution to our country stops at Yorktown; too many who have but a hazy idea of what Daniel Boone's contribution was to our western expansion and our pioneer spirit; too many who see Lincoln only on the pedestal without realizing the human problems that he faced in Washington.

If "America Month" had been observed two years ago, there would have been an undoubted inclination to put its emphasis on the naturalization of the alien, but today many are willing to admit that we need re-Americanizing thru every strata of our society. Books like Mary Antin's "The Promised Land" or "The Americanization of Edward Bok" may mean more to the citizen with several generations of American ancestors than they do to the newcomer.

The putting to the front of American history, biography and political thought should be a pleasant as well as a practical duty in February of every dealer in books.

Books as News

NEWSPAPER men often take pleasure in pointing out to the publishing world that their pages give an extraordinary amount of publicity to books as compared with other kinds of merchandise, but at the same time it can be also pointed out that the publishing of books supplies to the newspapers a type of news that they are only too glad to have for their pages, news that their readers are anxious and eager to get. Front page space is not given to the notice of book publication because of any sympathy with the book-trade, but because no happening on that day so well deserves the space.

Last week the papers thruout the country were printing telegraph news from Washington that ex-Secretary of State Lansing was to is-

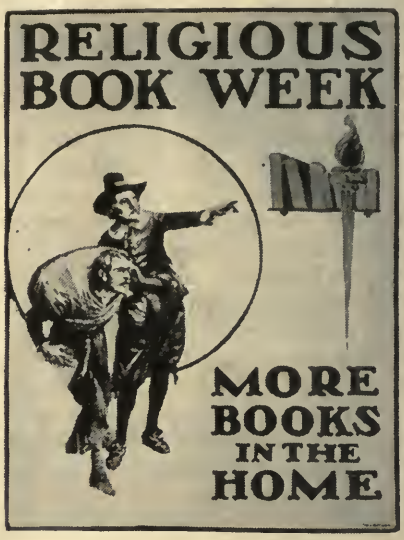
sue his book on the Peace Conference shortly after the retirement of President Wilson, and morning papers of January 31st carry on the front page word that Ray Stannard Baker is busy getting into shape the data which President Wilson will use in preparing his promised book.

As an example of what one morning newspaper may carry in the way of book news, it is worth while to list what happens to fall in one issue of the New York *Times*. The publication of Chesterton's book on "The New Jerusalem" has called forth from a New York Rabbi an emphatic denouncement of that author's attitude toward Jews and Zionism, and further Chesterton publicity comes from his lectures at the Times Square Theater. They quote his reply to the question as to whether in a real democracy all kinds of people can be made to do hard work. He replied, "I will admit that a large part of the employing class will not work." Gelett Burgess introduced Mr. Chesterton.

Claire Sheridan, according to another column, arrives in New York on the "Aquitania," and an interview with her is given a column and a half space. Mrs. Sheridan's book is already announced by Boni & Liveright. A leading editorial in this same paper renews the discussion of Professor Einstein and his theories, which reminds the follower of book news that Holt has just published Einstein's own book, and that there are several valuable volumes outlining his theories. The heading, announcing his church's congratulations to Dr. Manning on his election as Bishop of New York brings to the mind of every dealer in religious books that his important new book is just ready from Macmillan, and that its display will catch the eyes of many.

The arrival of the "Aquitania" also brings Sir Philip Gibbs here to lecture, and his appearance will give new emphasis to the brilliant books that he has recently published. By the same ship comes Sir Ernest Shackleton, whose Antarctic book still has numerous readers. Besides all these news items, there is still the theater page, whose billings are commented on not only in the metropolis but thruout the country, bringing continually new grist to the book world. "Miss Lulu Bett," "Heartbreak House," 'Deburau," "Enter Madame"—all of these names, reiterated day after day, mean something to the book buyer, as well as to the theater-goer.

One of the most effective window displays that has ever been devised is the use of newspaper clippings put into the tops of books and made to fill the window, bringing to every passerby the message that, if he wishes to understand what is going on, he must of necessity have contact with the bookstore.



TEN THOUSAND OF THESE POSTERS IN COLORS ARE TO BE DISTRIBUTED SHORTLY FROM THE RELIGIOUS BOOK WEEK HEADQUARTERS AT 334 FIFTH AVENUE, NEW YORK

Don't Forget Valentines

THOSE booksellers who have endeavored to keep books in the public mind as the most appropriate of valentines, have found that this business can be increased each year. Many people feel inclined to send a greeting on that day, a little more substantial than a mere card, and there is nothing they can turn to so appropriate as a book. The dealer can gather on one counter a selection of volumes which would be very appropriate and suggestive for the occasion and an attractive sign will start people looking over the suggestions.

Many booksellers have a special band that can be wrapped around the books thus selected. A simple engraved line in red is used by Korner & Wood, of Cleveland, admirably printed on heavy paper, and reading: "To My Valentine."

Another dealer, by keeping careful record of those who have found books good valentines is able to count regularly each year on forty or fifty sales, which are worked up by telephone and special letter. This has meant from seventy-five to one hundred dollars of extra business which would not otherwise have been had.

The Government as Publisher and Bookseller

By Waldon Fawcett

AT first glance, it might appear that librarians, rather than book publishers or booksellers, are due to feel interest in the project, of which we hear anew on the eve of governmental reorganization, to place the Federal book business more strictly on a sales basis. In reality, tho, it is suspected that there may be not a little significance for all branches of the book-trade in this movement to vindicate the principle that what is worth reading is worth paying for. If there be any competition between government publications and the output of private presses, it is not unreasonable to expect a certain moral effect from the move to compel a larger proportion of our public documents to "pay their way." Or, to turn to the purely physical side of the proposition, it is not inconceivable that a curb upon the free distribution of government publications might have its slight effect upon the print paper market.

Libraries Least Affected

Librarians, contrary to an impression in book-trade circles, will probably be least affected by the stiffening policy with respect to the distribution of volumes bearing the imprint of the Government Printing Office. Unless the new policy is made more rigorous than is generally anticipated, few libraries will be called upon to pay cash for government publications. There are, to be sure, less than 600 libraries that have been formally designated as government depositories and as such receive all the publications of the government. But the policy in the executive Departments at Washington,—a policy that is to continue,—is to honor all reasonable requests from libraries. Not only is there compliance with specific requests for individual volumes but in many instances libraries are, upon request, placed on permanent mailing lists to receive all the publications of given bureaus or institutions. This is the attitude not merely with respect to public libraries but likewise with reference to special libraries such as those maintained by professional and technical organizations, by the "research departments" of large industrial corporations, banks, etc., etc.

Discourages Idle Curiosity

It is the everyday citizen who has been wont to request government publications in a spirit of idle curiosity, or for the sake of receiving a volume of imposing proportions by mail, who is likely to feel the effect of the current effort to reduce the deficit of the governmental publishing enterprise. Coincident with the sharper discrimination in the distribution of free copies has come a studied effort to sell government publications to the public. Instead of sitting back and waiting for supposedly interested persons to request his gift books, Uncle Sam is now making studied effort to sell his reference works, at prices that at least cover the cost of production, and is, meanwhile, demanding justification for a place on the "free list." Indeed, there is a disposition to hold this latter to libraries and to a scope of distribution approximating that of the review copies that private publishers furnish to the press, etc.

This policy was inaugurated by several government departments, notably the Department of Commerce, without waiting for the pressure of Federal economy which threatens to bring all branches of the government to this plane under the impending reorganization. The Department of Commerce, it may be added, has been peculiarly well placed, this past few years, to test the practicability of building up a business in the distribution of Federal publications on a straight sales basis. For the Department, and particularly its Bureau of Foreign and Domestic Commerce, has been issuing in great number and variety a list of handbooks, directories, etc., dealing in intimate manner with import and export problems and of consequent interest to international traders and to all business men. Similarly the National Bureau of Standards in the same Department has held consistently to the sales policy in the distribution of its valuable technical and scientific works.

Example of Bureau of Commerce

The Department of Commerce has been enabled to set an example for all other branches of the Government in exacting pay for publications such as were formerly given free for the asking, because it has conducted a persistent campaign of sales promotion. In consequence of the missionary work accomplished, we find at the Commerce Department a mailing list of more than 6000 names, representing ultimate consumers of governmental literature who have, on their own initiative, asked that they be supplied regularly with the Monthly list of Publications which lists, at the close of each month, the new publications that have come from press during the month. This mailing list is revised at least once each year, and a request by reply card is required in every instance where a prospect desires a copy of the complete list of publications that is issued annually.

That Uncle Sam may attain a book turnover of respectable proportions by resorting in some degree, to the aggressive methods of the commercial trade has been eloquently attested by the exploits of the Bureau of Foreign and Domestic Commerce in salesmanship by mail. In order properly to announce the frequent additions to its long list of publications on international trade and kindred topics, the Bureau maintains a mailing list that contains the names of more than 26,000 exporters and importers in the United States. Occasionally a circular or mimeographed

form letter announcing a new book or series of books is sent to the full list. As a rule, however, there is specialization in circularization. To that end, the list is classified by states, by lines of business and according to marketing objectives. Accordingly, it is possible to bulletin the issuance of a new work on Latin-American trade conditions to the precise quota interested in that sphere, or to segregate jewelry manufacturers and exporters to receive advance notice of the publication on the opportunities for the sale abroad of American jewelry.

Effort Toward Economy

Not the least interesting angle of the governmental book selling venture in this particular quarter consists of a comparison of the relative appeal of distribution by mail and via what is, to all intents and purposes, local retail bookstores, located at the commercial centers. In circularizing on the subject of its commercial handbooks and other publications of wide appeal the U. S. Bureau of Foreign and Domestic Commerce now makes it a practice to call attention to the fact that any desired volume may be obtained by mailing a coupon (the coupon adjunct represents approved practice in the circularization) to the Superintendent of Documents at Washington or by applying at any of the District or co-operative offices of the Bureau. These branch offices, constituting virtually a "chain" of retail bookstores for the sale of commerce publications, are located in New York, Boston, Chicago, St. Louis, New Orleans, San Francisco, Seattle, Baltimore, Cleveland, Chattanooga, Cincinnati, Indianapolis, Los Angeles, Philadelphia, Portland, Ore., Dayton, Pittsburgh and Newark,

It is no secret that the leaders of Congress have been inspired in their ambition to place the entire governmental book publishing proposition on a pay basis by the spectacle of what the Department of Commerce has accomplished this past few years with its list of books on business topics, navigation, etc. Total sales of this Department's listings jumped from $53,080 in 1918, to $67,751 in 1919, and to $86,677 in 1920. Take, by way of illustration, the progress of the daily Commerce Reports, Uncle Sam's newspaper for business men. By reason of the demands from commercial organizations and educational institutions (both privileged along with libraries) this commercial daily is bound to have, always, an extended "free list," and yet at this writing there are more than 8000 paid subscribers as against 5000 addresses to which the publication is sent gratis. An interesting side-light projected during the government's book selling campaign consists in the manifest willingness of numerous class, professional, technical and scientific journals to mention in their reading columns the price of a new book, esteemed of value to the clientele. Perhaps, however, the circumstance that the books thus announced are under governmental imprint is accounted to absolve the reviews from any taint of "advertising."

The effort at Washington to place Uncle Sam's book business more consistently on a sales basis is one expression of the effort for economy and avoidance of duplication in governmental publishing which has, for some months past, engaged the attention of the Joint Committee on Printing of the U. S. Congress. A parallel measure of conservation, invoked by this printing commission, is the discontinuance of 111 of the 266 journals, magazines and periodicals heretofore published by the various branches of the government, a curtailment that has cut almost in half the annual expense of $2,500,000 for this class of publishing.

Contributory also to the plan to give commercial status to as large a proportion as possible of the government's book business is the current effort to centralize and consolidate the Federal publishing activities at the Government Printing Office. Incredible as it may seem, Uncle Sam had in operation, until a few months ago, 287 printing plants engaged in printing and binding operations, in addition to the service furnished by the Government Printing Office and by commercial printers. Thanks to the activities of the reformers in Congress a large share of the "field plants," scattered all over the United States and employing more than 800 men at an annual wage of $600,000, have been discontinued and there will be a further reduction in future.

No Private Advertising

Incident to the development of a more sensitive conscience on the part of Uncle Sam with respect to his publishing activities there has lately been adopted a principle that should be of no little interest to the book-trade, viz., exclusion of commercial advertisements from government publications. Unless a person be familiar with the entire range of government publications he might not realize that this issue of the admission of private advertisements had ever been raised. It happened, however, during the war that certain Army and Navy publications built up a considerable commercial advertising patronage. Certain Indian school publications had already accepted private advertising.

When this acceptance of outside advertising was brought to the attention of the Joint Committee on Printing it conducted a thoro investigation. By the logic of the Committee there was no reason to admit the advertisements of powder manufacturers to the Army and Navy publications and exclude the advertisements of the manufacturers of agricultural implements and the large mail-order houses from the farmers' bulletins. All such advertising, the committee concluded, was improper in publications supported at public expense. Moreover, it was the feeling of the Congressional body, which acts as a board of directors for the Government Printing Office, that commercial advertisements in the environment indicated, had the appearance of having been officially endorsed or approved by the government, which was un-

fair, not only to nonadvertising competitors but likewise to the public. Finally, it was accounted an improper use of the mails to distribute these advertisements at Government expense. Accordingly the Committee required the termination in 1920 of all existing written contracts for advertisements in Government publications and has put into effect a regulation that will debar such advertising in future.

Book tradesmen who face the problem of persuading the public to buy books more liberally may find confirmation that there is a dormant public interest in a form of exploitation that has lately been brought to an end in connection with this same general movement for better ethics on Uncle Sam's publishing ventures. Some of our readers may recall that a few years ago certain monthly magazines and newspaper syndicates inaugurated so-called "reader services" that undertook to supply government publications to subscribers at merely the cost of postage. It has now been revealed that one reason for the abrupt discontinuance of that scheme was the overwhelming response on the part of the public. Whether it was a tribute to an energetic form of book advertising or merely an exemplification of the desire on the part of the public to get something for nothing or almost nothing, the fact remains that in the interim from January 5, 1918, to February 19, 1920, one newspaper syndicate obtained free of charge from various branches of the government, for transmission to persons who had responded to its ingenious book advertisements, a total of 1,319,495 Government publications. By official mandate there will be no repetitions of that achievement. Just as it is now required that every Government publication shall bear imprint of the price at which it is sold by Uncle Sam, so has a limit of 50 been placed upon the copies of any government publication furnished to any individual, corporation or agency for free distribution.

Adventures of a Bookseller

By Ketch

IT was January, and the Bookstore was full of people looking for bargains; and finding them, too, for several tables bore signs announcing a cut in price. Mr. Careful passed about among the bargain tables for some time before Mr. Ondeck appeared at his elbow and asked what he could do for him.

"I DON'T WANT TO FORCE THIS SALE ON YOU, BUT—"

"I am looking for something for my son," said Mr. Careful. "Tomorrow is his birthday."

"I see," said Mr. Ondeck. "And have you discovered anything likely?"

"Not yet."

"How old is the boy?"

"Fourteen."

"Ah yes. Growing up. Now here we have a set of Dickens that we are offering at a great bargain—in fact half the original price."

"How much?"

"Only eighteen fifty. And look at the—"

Mr. Careful whistled softly, and said,

"Oh my! Why, I could get him a suit of clothes for that!"

"Now here is a good thing," continued Mr. Ondeck. "Not near so expensive, but just the sort of thing to attract a boy. Dumas. Six volume edition, and—"

"By the way," interrupted his customer, "Have you a copy of Mark Twain's 'Tom Sawyer'?"

"'Tom Sawyer'? Yes indeed. Right this way."

And he started for the rear of the store. But before he had gone very far, Mr. Careful called him back.

"Wait a minute," he said. "How much is it?"

"Two and a quarter in cloth, and three dollars in leather."

"Two and a quarter!" cried Mr. Careful. Then intimately, "What is the sale price?"

"There is no reduction on Mark Twain. His books are standard," replied Mr. Ondeck. "But here on this table—"

"No. You need not show me anything else," Mr. Careful cut in. "'Tom Sawyer' would have been all right—but I'll never pay that for a book! I—I'll get him something to wear."

He turned and was preparing to depart, when Mr. Ondeck gently laid his hand on his arm.

"Just a minute," he said quietly, but his eyes

glowed with a friendly challenge. "Have you ever read 'Tom Sawyer'?"

"Yes. Of course."

"How long ago?"

"Oh, twenty years ago, I should say."

"And do you still remember it?" persisted Mr. Ondeck.

"Yes, indeed. It was one of the—"

"All right," said Mr. Ondeck. "Now what have you got on in the way of wearing apparel that has lasted you for twenty years?"

"They looked at each other for a moment, and Mr. Ondeck's eyes were quite serious now.

"I don't want to force this sale on you," he continued, "but twenty years ago you paid a couple of dollars for something that you are still wearing; something that will never wear out. My point is that 'Tom Sawyer' is value received at two and a quarter!"

He laughed goodnaturedly, patted Mr. Careful on the shoulder, and the incident was apparently closed, for Mr. Careful departed.

It was not long, however, before he returned, and, with a smile, said to Mr. Ondeck,

"I'll take it."

"Good!" exclaimed that gentleman, quite pleased.

"Yes," said his customer, "I went across the street, and they want three dollars and a half for a tie!"

Publishing Not a Profession

THE question of whether bookselling is a profession or a business has frequently been argued, but not so often has the discussion been brought forward as to where publishing should be classed. Henry Holt in his article on the "Garrulities of an Octogenarian Editor" decides this question in the negative, basing this opinion on his efforts to set other than business standards for the conducting of his relations with authors.

"I founded this *Review* to do what I could against the tendency then prevailing as probably never before, certainly never since the French Revolution, and multiplied many-fold since the War, toward Utopian schemes unjustified in the present stage of human evolution. And yet on looking back I find that, so far as I can see, following such a scheme has been my own chief mistake. The scheme, if that's the word for it, was making of publishing a 'profession.' I have already indicated why it cannot be a 'profession,' and now at the cost of some egotism, I will illustrate my mistake by examples. They may interest authors and publishers, if nobody else.

"A few years after I began business an eminent author asked me to take over his works. I asked him if he had any good cause of complaint against the house then publishing for him, and on his saying No, I declined his invitation. At my age a man has become used to seeing himself as an occasional fool. I now think that that author's relations with his publisher were none of my business. And while it would have been against my principles to *invite* him to come to me, he had a perfect right to come of his own notion, and I to receive him. I didn't see him again for thirty years, when I asked him if he remembered me in the character of Don Quixote—and he did.

"In another case, an agent of an eminent house had gone beyond his instructions and tried to get one of my most eminent authors, who was also a close personal friend. The author, I believe under the instigation of a friend who, perhaps justly, disliked me, wrote that he was going to put up his next book at auction. This aroused all my mistaken 'professional' pride. I asked the other publisher if we were to consider our 'professional' relations on that basis. He said No, and wrote the author that he would not bid, because I had been to see him and made objections. The author wrote me indignantly that I had boycotted him. The main issue of course bred many complications. I made the mistake of leaving the matter to be settled by correspondence, instead of going to see him at the outset. It was brought into some sort of shape by the volunteer efforts of a common friend, but it resulted in all of his subsequent books but one going to a *third* publisher, and an important posthumous book to a fourth.

"Probably my greatest mistake in this line began when a third eminent author, all of whose books I had published, referred me regarding an impending one to a 'literary agent.' I declined to have any intermediary between my author and myself. My ideal was that the relations of an author and publisher should be like those of patient and doctor, parishioner and pastor, client and lawyer,—this in spite of the fact that for a long time past, if an English litigant's case gets as far as court, his lawyer engages a barrister to plead it. And I followed my ideal as foolishly regardless of facts as a worldful of idealists are following their ideals to-day—against the remonstrances of even this *Review!* I refused to have anything to do with the agents—and so for years cut myself out of more new business than I got in without them.

"There was no place for literary agents in my unpractically ideal relations between established authors and their established publishers. I took up the cudgels vigorously in interviews and more direct communications to the press, notably in the longest article, I believe, that The *Atlantic* has ever published, on 'The Commercialization of Literature' in 1898. A few years ago when that good man the late Mr. Dodd, said at a publishers' lunch, that he believed an author had a right to employ an intermediary, I found I had changed so far as, in spite of all the objections, to agree with him. He had profited greatly by his wisdom, and I had lost heavily in chasing after my ideal."

A Book Exhibit in Book Environment

By Herman George Scheffauer

A REMARKABLE book-trade exhibition took place last fall at Frankfort-on-Main, Germany. The book was considered and presented as an organic and active unit of modern life and civilization. It was permitted to determine its own environment, to create, as it were, its own circumjacent world.

Heinrich Pfeiffer, the Director of the Society for Foreign Book Trade in Leipzig, an organization comprising some sixty-five of the leading publishers of Germany, was the father of this original idea. It was carried out with an attention to bibliographical, historical, economic and cultural detail and a wide and catholic survey of the whole world of books which has called forth great admiration on the part of visitors from foreign lands.

In this exposition which has been permanently installed in the Victoria School, one is able to behold, as in a panorama or a pageant, the entire history and evolution of the book pass before one's eyes. The whole enterprise, in view of the apparently insuperable difficulties besetting the German book-trade, must be regarded as a remarkable achievement.

The different sections were studied and arranged with the most meticulous and loving care by the leading bibliographical experts of the country, and artist and architect worked in harmonious co-operation with them. The book-cosmos revealed here is of such richness and extent that it would prove impossible to furnish an adequate description of it, save—in a book.

The dominating idea of the exhibition is the "Fair" or "Messe," made famous by the growing popularity of the historic Leipzig Fair which has served as a model for numerous fairs elsewhere, as, for example, that at Lyons. It begins in the form of a publishers' exhibition—such as the International Book Exhibition at Leipzig in 1914. The purely commercial features, however, are given no prominence and the whole is conceived chiefly from an historical, educational, technical and economic point of view. Thus, every publishing house presents the story of its foundation, its growth, the style and individual ear-marks of the house, the range and nature of its publications and its policy, its associations with famous men, its foreign connections and the like.

A MODEL LIBRARY FOR A PHYSICIAN, AT THE FRANKFORT BOOK FAIR

In this publishers' section the bibliophilic is also strongly represented in the shape of rare and precious works either old books or expensive books which are published only by means of advance subscriptions. Here the author, publisher, artist, printer and bookbinder, working creatively together, achieve series of fascinating masterpieces which in originality of theme, colour, makeup, etc., are a delight and

an inspiration. Poems or collections of poems and *belles-lettres* in large format, on hand-made paper, these exotic, erotic or expressionistic etchings and lithographs, are eagerly bought by the new-rich and the war-profiteers —which is at least one way of lightening top-heavy and super-taxable fortunes.

The publishers' displays are arranged on the ground floor of the school—among them the Insel Verlag with its admirable new series of books in all languages under the collective titles of "Bibliotheca Mundi" and "Pandora" occupies a prominent place. We have in these a collection of the masterpieces of all ages and nations in the original tongues. Several foreign publishers were astonished to find here new editions of their native authors who in their own land were either out of print or inaccessible in popular editions.

The leading *de luxe* and bibliophilic publishers, such as the Tempel Verlag and certain houses in Leipzig, Berlin, Munich and Vienna, have produced a wealth of beautiful and tasteful books and booklets in every format and in every style. An audacious and revolutionary note is observable in these creations—they fascinate the eye, tempt the caressing fingers and intrigue the interest. Some of these works are confined to limited editions—others come well within the limits of the people's purse. Even the relatively cheap, paper-covered book receives the attention of the artist, graphic and typographical. The expressionistic movement and its variations are much in evidence.

In the section called "The Evolution of the Book," we are able to follow the making of a book step by step—from the first rough draft of the author's manuscript (in this case "The Indian Voyage" by Waldemar Bonsels) to the set type, the proofs and the press-work, and then to the finished volume in its jacket and carton.

Architectural and archeological exhibits, loaned by the famous Gutenberg Museum at Mainz, illumine the ancestral tree of the modern book. Among the magnificent specimens of classic printing and binding, one might mention the richly-decorated Gutenberg Bible with its initials and miniatures, a work in two volumes issued by the Insel Verlag. The fairy-tales illustrated by the distinguished artist Max Slevogt, and Prosper Merimée's "Carmen," with original lithographs by Hugo Steiner-Prag and published by the Propylean Verlag, attracted much attention. As a striking contrast to the hand-written mediaeval manuscripts and the highest achievement of the mechanical press, we have the latest, significant product of these lean, harsh years—the typewritten book as brought out by Echtermeyer. Many charming and tasteful solutions have been found, tho it is certain that this form of print must be considered only as a passing capitulation to necessity.

RARE OLD VOLUMES IN THE ATMOSPHERE OF THE LIBRARY OF A 16TH CENTURY SCHOLAR

A MODEL LIBRARY FOR THEATRICAL MANAGERS—ONE OF A SCORE OF EXHIBITS

The main *motif* of the exhibition is to be found in the display of libraries. Here the book is given its proper and essential environment according to its nature, use and associations, its literary, artistic or educational relationships. The book in its numbers dominates the room as an army dominates a field—it is no longer to be regarded as mere bulk or decoration.

For the first time an attempt has been made to create model rooms for the good book—rooms designed for spiritual communion or adventure, professional practice and everyday needs. The comfort, convenience and simplicity demanded by our times have been attained by the simplest and most tasteful means. Where the impression of luxury and elegance was necessary, this has been brought into play, but always as a background, a shell for the book.

We are shown the study of a physician, an architect, the manager of a theater, an editor-in-chief, an engineer—the books are concentrated and co-ordinated into an organic feature and function of the surroundings—they become presences and principals, no longer mere accessories. We have the book-boudoir of a society woman, exquisitely light and dainty yet without trifling or vulgarity, the den of the passionate bibliophile with its intense, cloistral yet expert intimacy, its sense of worship and enshrinement, the library living-room of an art-loving woman author. The garden pavillion brings the book out-of-doors in relation to nature. The library in a middle-class home is shown with all its ramifying connections. The children's room, radiant in happy colors, reveals the progression from the first linen picture-book to the fairy-tale and the adventure story and the new world these open up. The study of a scholar in the 16th century has been composed with an actuality and an air of expediency which lift it far above the usual, semi-theatrical, semi-archeological reconstructions of that sort.

The rooms are all handsomely decorated with harmonious furniture, carpets and paintings, and the colors are vocal and active elements in the plan and purpose of each room. During the opening exhibition musical recitals by prominent artists took place in a model music-room. Modern poetry was read in the lecture chambers. In the gymnasium of the school there is displayed an amazing array of educational books, maps, charts, objects, models and the like. Daily exhibitions of educational films also took place as well as a great number of interesting lectures by specialists in the field of book production.

This Book Exhibition, this "House of the Book," offered stimulus, inspiration, suggestion and esthetic pleasure to publisher, book-lover, teacher and the reading public, to the scholar and student, to author, artist, craftsman and the gourmet of good books. It must be recognized as a remarkable enterprise, a crusade on behalf of its vital message and its place as one of the firmest fundaments of our disrupted and darkened civilization.

An Uncorrected Galley

MISS LULU BETT

F. P. A. in his famous column "The Conning Tower" in the New York *Tribune* took a sly shot at the book advertiser. He wrote:

"How unlyrical the advertiser! Says he: 'Read the book Miss Lulu Bett. See the play Miss Lulu Bett. You can get the novel at any bookstore, $1.75 net.' Were it not better, as Milton said, thus?

Read the book Miss Lulu Bett,
See the play Miss Lulu Bett;
At any bookstore you can get
The book.' It's one seventy-five (that's net)."

Appleton, Miss Lulu Bett's publisher, with sportsmanlike promptness and good humor replied:

"To any one who takes the time
And writes an ad in goodly rhyme,
An ad that pleases F. P. A.
And boosts the book as well as play,
We'll give a prize, this without fail,
A copy signed by Zona Gale.

Go to it, poets—Send your verses addressed to J. C. P., D. Appleton & Company, 35 West 32nd Street, New York. For every one found acceptable for publication an autographed copy of Miss Lulu Bett will be sent."

462 verses were received in the first mail and they are still pouring in by messenger, telegraph, and later mails. Here is one of the first to pass the censor.

Before the sun begins to set,
Before you light the gaseous jet,
Before the grass with dew is wet,
Commence to read "Miss Lulu Bett."

Before this week is marked "To Let,"
Before you chance to run in debt,
Before you happen to forget,
Go see the play, "Miss Lulu Bett."

J. Clement Boyd.

SOME FURTHER CONTRIBUTIONS

There's a book every once in a while
That you read with a tear and a smile.
Now "Miss Lulu Bett" is as fine as you'll get
And the play is in just the same style.

The safest Bett that you can make—
"Miss Lulu Bett"—that's no mistake.
Go buy the book and see the play,
You're sure to win out either way.

A Gale that blows nobody ill
Has blown us a novel of skill.
Buy Miss Lulu Bett
And do not forget
To look up the play on the bill

R. D. M

Bookshop Lectures

THE Hampshire Bookshop of Northampton, Massachusetts, which has been steadily building a firm place for itself under the management of Marion E. Dodd, has taken on new responsibility in underwriting important lectures, which have brought prestige to the shop and presumably new friends to the store, as the seats for all lectures were obtained only at the Bookshop.

Mr. Chesterton's lecture on "The Ignorance of the Educated" was given in the Academy of Music on January 18th, and the house was well sold out. Mr. Chesterton proved very amenable to the suggestion that he should sign books for customers of the Bookshop.

The same large auditorium was used on February 4th for John Drinkwater's lecture on "The Poet and Tradition." Mr. Drinkwater has proved himself one of the most popular and likeable Englishmen that have come to this country. On March 2nd, Christopher Morley is to talk on "The Sunny Side of Grubb Street" with what we may imagine will prove a very decided increase in the demands for his essays, fiction and poetry. On an April date, Amy Lowell is to talk on "Whitman and the New Poetry."

This decidedly notable series of lectures has been preceded by other efforts to have the Bookshop serve as a rallying point for those interested in the personalities of our contemporary writers. During Children's Book Week, Grace Hazard Conkling gave a notable talk in the Bookshop on "Imagination and Children's Reading," an address which the Bookshop reprinted for general distribution. Mrs. Conkling is one of the directors of the Shop. In previous seasons there have also appeared Lord Dunsany, Hugh Walpole, William Yeats, Robert Frost, Dorothy Canfield, Madame Huard, Clara Whitehill Hunt, and Frank N. Doubleday.

Sunday Book Talks

A NEW method of book publicity was developed last year at the Roof Tree Inn, New York. Book talks were given on Sunday morning at twelve o'clock. Some of the visitors would have their breakfast before the book talk, and others their lunch afterwards, according to the flexibility of Sunday habits. The atmosphere of this old Inn was admirable for the purpose, as it is on the second floor of the old A. T. Stewart stable, handy to both Fifth Avenue and Broadway, and once used as a studio by the late F. Hopkinson Smith. This year, beginning with January 23rd, the idea has been revived, but as a Sunday evening occasion.

Laurence Gomme of the Neighborhood Bookshop spoke on the first evening on the subject of "Reading As a Recreation," and others who have promised to take part are Edward Björkman, Salomón De La Selva, Arthur Guiterman, Robert Cortes Holliday, Kenneth McGowan and Horace Holley.

The Bond of the Printed Page

THE place of the book in bringing all countries together in common understanding was notably emphasized in an address by Herbert S. Houston, Vice-President of Doubleday, Page & Company at a dinner at the National Arts Club in January.

"Well, if books are indeed interpretations of life what should be the one controlling purpose of those who write them and of those who make them in a time of flux and stress, such as this? It should be, I venture to suggest, the spread of understanding among ourselves and, in particular, the spread of understanding among the peoples of all nations in regard to each other. We should strive mightily to make this country understand, and all the world understand, that the human race is one and indivisible and that it must prosper or perish as such. It is because that is eternally true, that the vision of a League of Nations persists so indomitably in the hearts of men.

"Thruout the world, I am persuaded to believe the interpreters in all the arts, and those who try to give their messages to the printed page, are one in a kinship of spirit and that kinship must lead to understanding and to truth."

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GILBERT K. CHESTERTON AND MRS. CHESTERTON REACH AMERICA

MR. CHESTERTON WILL SUPPLY MUCH GOOD "COPY" FOR AMERICAN NEWSPAPER MEN, AND HIS APPEARANCE HAS ALREADY GREATLY STIMULATED THE SALES FROM BOOKSELLERS' COUNTERS OF THE MANY POPULAR CHESTERTON TITLES

GILBERT K. CHESTERTON has visited New Haven, where he was busy on the morning following his lecture autographing books at the Brick Row Bookshop. In the previous week he was brought to Smith College thru the enterprise of the Hampshire Bookshop, who had charge of the planning of the lecture and the sale of tickets.

ARE BOARDS of trade or chambers of commerce trade associations? "Trade Associations—their Organization and Management" by Emmett Naylor, Secretary-Treasurer of the Book Paper, Cover Paper and Writing Paper Manufacturers' Associations and President of the American Trade Association Executives, shows why they are not. (Ronald).

$25.00 for Travelers

"What Makes a Good Window Display?"

For the best article of from 2 to 4 column length received by February 25th, THE PUBLISHERS' WEEKLY will pay $25.00.

The traveler sees book displays of every kind. What are the characteristics of the successful window?

$25.00 for the Best Article Written by Any Traveler of a Publishing House

Good Book-Making

WHILE it is not considered the province of this monthly column to comment on English book-making, but to watch the developments among our own printers, we cannot help pausing to welcome a new volume that Dutton has imported, which illustrates the return of one of the happiest formats of Dent's publications. This is the volume of essays called "Windfalls" by Alpha of the Plough, a small 12mo, with charming illustrations and chapter headings by Clive Gardiner, an artist well worthy of a place in the succession of the late Hugh Thomson. The format is similar to the beautiful editions of the "Breakfast Table" books, which Houghton Mifflin imported thru Dent some years ago. A better make-up for a volume of light literary essays could hardly be imagined.

A volume of last year's dating, but which has not been formerly commented on, is "The Children of Odin," written by Padraic Colum and published by Macmillan. The format, which is the one that has been previously used for the "Children's Homer," is almost perfect for a children's book of this character. Pogany has supplied the interesting chapter headings in black and white and ornamental letters, which are in keeping with the subject matter.

Another interesting experiment in book-making for children is "The Garden of Plynck," written by Karle Wilson Baker, and published by the Yale University Press. The black and white drawings by Florence Minard have been fitted into the pages in a very informal and attractive way, and the double page title, giving a map of the fairy country, is an interesting innovation. The little drawings inserted on the page headings are not, perhaps, as successful as those in the text, and might, perhaps, have been as happily omitted.

One cannot but admire the daring of Van Loon in his method of planning both text and illustration for his children's history series, just come from Boni & Liveright, the first volume being "Ancient Man." Mr. Van Loon developed his own style of illustration in the interesting book of a few years ago entitled "A Short History of Discovery," and he has now developed this match-end style with still further success. The broad pages of the book and the frequent introduction in the text of little drawings add to the success of the volume.

A pleasant example of a good page for fiction is shown by "Debatable Ground" by G. B. Stern, a new Knopf novel. The press-work shows an even blackness of color that makes a pleasant contrast to many fiction books that are too hastily run thru the presses.

John Lane Company has made a pair of attractive books out of C. Lewis Hind's "Authors and I" and "Art and I."

Among the Publishers

A Week's Gleanings of Book-trade News

One of Stephen McKenna's earlier novels, "The Sixth Sense," is to be published in February by Doran.

Eden Phillpots, author of "Miser's Money," has forsaken industrial themes in favor of a ghost story and has written a hair-raising yarn, "The Gray Room." Macmillan will publish it in February.

When Knut Hamsun's "The Growth of the Soil" was translated in England, the enthusiasm it created stirred envy in American booksellers and book buyers. It will be published here the end of February by Knopf.

Arthur Guy Empey, one of the best known of the Great War's heroes and author of "Over the Top," has written, not a war story, but a love story and called it "The Madonna of the Hills," which Harper will publish in February.

In Meredith Janvier's List of First Editions and Fine Books for the year, the first edition of "The Young Visiters," by Daisy Ashford, (Doran) is listed at $15.00—the original price was $1.00! What better title to immortality for this juvenile masterpiece than an increase of 1400 per cent in one year?

The Cosmopolitan Book Company announces that two Curwood books and Peter B. Kyne's "Kindred of the Dust" have all passed the 100,000 mark, and that it is already laying plans for a sales campaign for books by both these authors in the fall, with an advertising allowance for its list of over one hundred thousand dollars.

Twenty years of writing and two of manufacturing, is the record of labor behind the publication of "Allen's Synonyms and Antonyms," which the Harpers have just brought out. Its author, the late F. Sturges Allen, was general editor of Webster's New International Dictionary. The typography of the volume is Mr. Allen's own arrangement, and the type used was specially cut at his direction.

The publishers of Mrs. Atherton's new novel, "Sisters-in-Law," her only full-length novel in seven years, are watching with unusual interest the developments of their experiment of issuing the book in paper as well as cloth covers, at a reduction of 25 per cent for the paper cover from the price of the cloth edition. Booksellers are frankly pessimistic and disbelieving, but it is the attitude of the public that will count, and the publisher, Frederick A. Stokes Company, is hoping for unmistakable expressions from the big body of book buyers.

A new novel by William J. Locke is always certain to be greeted with enthusiasm. "The Mountebank" will be published in February by John Lane.

"The Magician," a new novel by W. Somerset Maugham, author of "The Moon and Sixpence," is a strange love story, dealing with the mysteries of black magic. (Doran.)

John Drinkwater's historical play, "Mary Queen of Scots," is to be produced this fall in London, with James K. Hackett heading the cast.

The latest volume in Carolyn Wells' Fleming Stone detective stories will soon be on the shelves of all up-and-coming bookshops, for the taste for mysteries and murders is rather prevalent. The new story is called "The Mystery of the Sycamore." Lippincott.

A novel nature book for children is Alice Craig Edgerton's "Queen Nature's Fairy Helpers" which tells of Mist and Frost and Electricity and all the other natural phenomena as powerful fairies. It is illustrated by Mabel Betsey Hill. (Noble).

February is America month in the booksellers' campaign, and a good book for patriotic citizens to read at this time is "Principles of American State Administration," by John Mabry Mathews. A new large printing of this volume is being made this week by the publishers, D. Appleton and Company.

Robert Lansing's long awaited book on the Peace Conference and his break with Wilson is announced for publication on March 25th by Houghton Mifflin Company under the title, "The Peace Negotiations; A Personal Narrative."

The second volume of Ernest Oldmeadow's trilogy of which "Coggin" was the first, is announced by the Century Co. as a February 18th publication. Its title is "The Hare," and we are told that it is about Coggin, grown into a promising musician, on his *wanderjahr* about the Continent. It is said to have especial interest for musicians.

Nicholas L. Brown announces for early publication a study of the "Life and Art of Paul Gauguin" by John Gould Fletcher, the well-known American art critic and poet. It not only shows his position and influence in modern art, but also clears up definitely many of the legends which have arisen in connection with the painter's amazing career in the South Seas. Ten reproductions in half-tone will be included in the volume.

Women and Bookselling

A Monthly Department of News and Theory—Edited by Virginia Smith Cowper

THE monthly meeting of the Women's National Book Association was held on January 20th at the Sunwise Turn Bookshop, New York. The speaker of the evening was Alexander Grosset, of Grosset & Dunlap, whose subject was "The National Association of Book Publishers."

Mr. Grosset spoke very informally, and at the start paid high tribute to the retailers' organization. "I have watched," he said, "the growth of the American Booksellers' Association with a great deal of interest, and it is marvelous to me what it has accomplished and what it is accomplishing. It has regulated a lot of defects, and I presume that was the object for which it was originally started. It is to-day full of the progressive spirit, and I think it is doing splendid constructive work. What it has accomplished at the last two conventions and by its letters to the trade is something of which the whole publishing and bookselling fraternity ought to be proud."

Mr. Grosset described the career of the old American Publishers' Association, which began its efforts to improve conditions in American book distribution in 1900, and which disbanded a dozen years afterward. A small group from this number later started the Publishers' Co-operative Bureau, which endeavored to give concrete help to the retailer in his bookselling problems. The present organization came into existence in July, 1920, after several months of discussion and preparation, the first idea being launched by Mr. Hoyns, of Harper & Brothers, who developed the discussion among his fellow publishers until a concrete plan that was acceptable could be brought forward.

Mr. Grosset pointed out that the Association had no intention of controling in any way individual action among its members, either in their relations to authors or their relations to retailers, and that all subjects of price, either wholesale or retail, were kept absolutely out of the Association's sphere of action.

Among the activities of the Association that should interest retailers were its efforts to encourage general interest in books and book ownership, to study the problems of economic shipping and packing, to keep files of interest to the retailers, such as bookselling budgets, store interiors and exteriors, and to keep records of people who would like to develop new stores. Mr. Grosset paid high tribute to the advantage the Association has had in having Mr. Hiltman, of D. Appleton & Company, as its head thru the preliminary months.

"It has always seemed to me," he went on to say, "that we are engaged in a unique business—I was going to say profession—unique in this respect, that people needing the article can get it for nothing, if they do not choose to buy it. We have, therefore, a difficult business, and the fact that so many books are sold and distributed over the country, despite such handicap, has always been a marvel and mystery to me."

Margaret Jackson, of the New York Library School, was present and invited all of the members to attend the series of meetings to be held at the New York Public Library, Forty-second Street and Fifth Avenue, in Room 213, on Thursday evenings during February, March and April, at 7:15 P. M., as previously announced in the PUBLISHERS' WEEKLY.

E. Miriam Lone, of Lathrop Colgate Harper, the old and rare book firm, was unanimously elected secretary to succeed Esther G. Ogden, who resigned owing to ill health.

New members are being enrolled at every meeting. Mrs. Ralph Wilson, of McDevitt-Wilson Co., brought four members of that organization: Hester Van Arsdale, Janet S. Denlinger, Mary C. Cummings and Martha Lazarus.

Another new member, with whom the book trade is acquainted, is Frances Mantel, of George Doran Company. Miss Mantel was formerly with the firms of Alfred Knopf and Doubleday, Page and Company, Garden City, N. Y.

The American Booksellers' Association will entertain the members of the Women's National Book Association on the evening of May 10th next at the Hotel Traymore, Atlantic City, while it is in convention. This entertainment will be in the form of a costume dance, not a masquerade, each lady being asked to dress as the title of a book. This will prove unique, as there is ample opportunity for designing many unusual costumes.

The annual dinner of the Women's National Book Association will be held at the Hotel Brevoort, Fifth Avenue and Eighth Street, on the evening of March 3rd. Tickets may be obtained from Belle Walker, care of *Bookseller and Stationer*, 156 Fifth Avenue, at $3.50 each. There will be noted speakers, the entire program being announced later.

Dorothy E. Collins is in charge of the Beacon Press Bookshop, Boston, which has been opened as a book service for the American Unitarian Association, attractively housed in the beautiful old Angell residence, which was left to the Association a year ago. The shop offers what is called "a personal service on books, emphasizing careful selection and special attention to individual need."

Changes in Prices

THE MEDICI PRINTS

Life of S. Bernardino of Siena, by Paul Thureau-Dangin, from $3.50 to $4.00.

Dialogues of Saint Gregory, Surnamed the Great, from $3.50 to $4.00.

Communications

Another Shelfless Plan

Editor PUBLISHERS' WEEKLY:

Why don't people who buy books for entertainment and who do not want to keep them in their own libraries, do as one overseas traveler did? He inscribed the following right in the front:

This book belongs to who may find it,
The former owner will not mind it.
Pass it along, just sign your name,
Request the next to do the same.

On one of his trips abroad he found a book which he had left on the steamer on a previous trip, and there were twenty-three signatures in the book.

If people would do this, it would pass along some of the joys in life to others.

J. L. REED,
Manager, Grosset & Dunlap.

Postal Regulations

"The Mexican postal administration has notified the U. S. Postal Department that, after February 1, 1921, parcel-post packages received in Mexico from the United States which are not withdrawn from the mails by the addressee within a period of 10 days from the date upon which the first notice to withdraw is given will be subject to a storage charge of 5 centavos Mexican per day."

Youth and the Library

THE first of the New York Library series of open lectures on Book Selection will be held on Thursday, February 10th. Miss H. C. Ellis is to talk on "Youth and the Library." The book-trade is invited to attend this as well as later lectures of the course.

Take Notice! Ladies Night!!

THE February dinner of the Booksellers' League, New York, will be given at the Brevoort Hotel, 8th Street and Fifth Avenue, on Wednesday, the 16th inst. It is to be the annual "Ladies' Night," that prized opportunity for the fair ones to participate at least once a year in the revels of the men. There will be good food, good speaking and good dancing, and among the guests of honor will be Edna Ferber. Tickets for guests may be obtained of the Treasurer, Mr. Theodore E. Schulte, 80 Fourth Avenue.

The Poet Abroad in the Land

JESSIE Rittenhouse, in February, starts westward on her annual lecture tour. Miss Rittenhouse is an authority upon modern poetry, her pioneer book appearing in 1904, and she is equally aware of the poets and poetry of the past.

As Miss Rittenhouse goes west, Harriet Monroe, also a lover and bringer of poetry, starts east and south, on her usual and welcome lecture round. Miss Monroe thru her magazine work has kept in close touch with poets, present and past.

Edwin Markham, traveling in various states, has, in the last few months, given over a hundred readings from his own poems, together with talks on life and letters.

Personal Notes

DR. ALBERT HALE, author of "The South Americans," has joined the firm of Lockwood, Greene & Co., Engineers, and will represent them in South America. He has been Commercial Attaché at the American Embassy at Buenos Aires and elsewhere. He has had experience in Chile as intelligence officer with the United States Navy, and has been identified with business houses whose interests were centered in Central and South America. He is therefore well qualified to represent Lockwood, Greene & Co. on the South American continent.

RALPH T. HALE, manager of the American branch of the Medici Society of London, is at present abroad on business to the head office and returns shortly.

HARRY B. SMITH, of Thomas Nelson & Sons, who recently underwent a serious operation at St. Luke's Hospital, is now on the road to recovery. He is expected back at his work in the course of two weeks and plans to start on his usual trip to the Coast later in February.

MR. THOMSON, head of the American branch of Thomas Nelson and Sons, sails Saturday for England.

Business Notes

NEW YORK CITY.—The McGraw-Hill Co., Inc., has removed from 243 W. 39th Street to the Penn Terminal Building, 370 Seventh Ave.

WORCESTER, MASS.—The J. I. Williams Book Co. which was recently burnt out will start again at 24 Pearl Street in a much better store with a good second floor addition.

JOHN W. HILTMAN, head of D. Appleton & Co. and president of the National Association of Book Publishers, sails on Saturday for a short business trip to London and Paris.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.) Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Abernethy, Arthur Talmage
Twenty-five best sermons; with an introd. by Congressman William D. Upshaw. 367 p. D [c. '20] Cin., Standard Pub. Co., 9th St. cor. Cutter St. $2 n.

Agg, Tansy Radford
The construction of roads and pavements; 2nd ed., rev. and enl. 10+463 p. il. diagrs. O c. '20 N. Y., McGraw-Hill $4 n.

Ashburn, Percy Moreau
The elements of military hygiene; especially arranged for officers and men of the line; 3rd ed., rev. 12+377 p. D c. '20 Bost., Houghton Mifflin $2.50 n.

Bacon, Charles William, and Morse, Franklyn Stanley
The American plan of government; the Constitution of the United States as interpreted by accepted authorities; with an introd. by George Gordon Battle; 3rd ed., rev., with new material. 21+493 p. (2 p. bibl.) O c. '20 N. Y., Putnam $2.75 n.

Baker, Edna Dean
The beginners' book in religion. 271 p. front. pls. plans D (The Abingdon religious educ. texts, weekday school ser.) [c. '21] N. Y. and Cin., The Abingdon Press $1.75 n.
Bible stories and games for little children.

Baldwin, May
Jean and the boys. 302 p. il. D Phil., Lippincott $1.50
Spoilt Cynthia at school. 299 p. il. D Phil., Lippincott $1.50

Bancroft, Wilder Dwight
Applied colloid chemistry general theory. 345 p. il. O [c. '21] N. Y., McGraw-Hill $3 n.

Bonbright, James C.
Railroad capitalization; a study of the principles of regulation of railroad securities. 206 p. (8½ p. bibl.) O (Studies in hist., economics and public law; v. 95, no. 1, whole no. 215) [c. '20] N. Y., Longmans; Green pap. $2
Author is instructor in finance, Columbia University.

Bunting, R. B.
From nature's product to textile fabrics; processes employed in transforming fibers into finished materials; Color knowledge gives salesperson open sesame to more business by L. K. Grable; reprinted from the *Dry Goods Economist,* April 3, 1920. 28 p. il. diagrs. tabs. Q N. Y., The Dry Goods Economist, 239 W. 39th St. pap. 75 c.

Burr, Jane, pseud. [Rosalind Mae Guggenheim Punch]
The passionate spectator. 197 p. D [c. '21] N. Y., T. Seltzer $1.90 n.
A story of American life of today.

Burton, Alexander
After dinner speeches; how to make them. 158 p. D c. N. Y., E. J. Clode, 156 Fifth Ave. $1.25 n.
Partial contents: Simplicity; Wit and humor; An historical address; Toasts and sentiments.

Adkins, W. S., and Bose, Emil i. e. Dietrich Albert Emil Wilhelm
The Weno and Pawpaw formations of the Texas Comanchean; [and] On a new ammonite fauna of the lower Turonian of Mexico. 257 p. map tabs. pls. Q (Bull. no. 1856; Bu. of economic geology and technology, Div. of economic geology) Austin, Tex., University of Texas pap.

California. Secretary of State
Direct primary law; with the official forms prepared by the Secretary of State and the Attorney General; together with annotations and analysis by Hon. C. C. Young, Lieut. Governor and author of the law. 102 p. tabs. forms O '20 Sacramento, Cal., Secretary of State pap.

California and the Japanese; a compilation of arguments advertised in newspapers by the American Committee of Justice in opposition to the Alien land law; together with the Memorial addressed to Congress by the said committee; [originally published under title Arguments against the California Alien land law; reprinted with permission by the Japanese Assn. of America.] 16 p. O '20 Oakland, Cal., The American Committee of Justice, 1904 Adeline St. pap. apply

Bitting, Mrs. Katherine Golden
The effects of certain agents on the development of some moulds; [a technical study upon the physiological effect of spices and some other agents upon moulds.] 54 p. (1 p. bibl.) O '20 Chic., Glass Container Assn. of America pap. gratis
The Olive; [a monograph prepared especially for Domestic science teachers.] 51 p. (1½ p. bibl.) pls. tabs. S [c. '20] Chic., Glass Container Assn. of America, 3344 Michigan Ave. pap. gratis

Buzza, G. Kessen, and Hurt, E. E.
La langue française; grammaire à l'usage des classes moyennes et supérieures. 246 p. D N. Y., Dutton $1.50 n.
A grammar written entirely in French.

Carr, Kent
Shaping of Jephson's. 383 p. il. D Phil., Lippincott $1.50

Chatterton, Edward Keble
The marvels of the ship. 259 p. il. D Phil., Lippincott $1.75

Chesterton, Gilbert Keith
The new Jerusalem. 10+307 p. O [c. '21] N. Y., Doran $3 n.
Partial contents: The way of the cities; The way of the desert; The philosophy of sight-seeing; The streets of the city; The battle with the dragon; The problem of Zionism.

Clapham, Richard
Foxhunting on the Lakeland Fells; with an introd. by the Right Hon. J. W. Lowther. 16+113 p. front. (por.) pls. O N. Y., Longmans, Green $4.25 n.
The story of foxhunting in Cumberland and Westmorland, England.

Clark, Arthur Bridgman
Art principles in house, furniture, and village building; an exposition of designing principles which every house builder, furniture user, and village dweller should know. 128 p. pls. diagrs. plans (part fold. in pocket) maps O c. Stanford University, Cal., Stanford Univ. Press bds. $3
A book of exteriors and interiors.

Conklin, George
The ways of the circus; being the memories and adventures of George Conklin, tamer of lions; set down by Harvey W. Root; with a foreword by Don C. Seitz. 13+308 p. front. (por.) pls. D [c. '21] N. Y., Harper $2.25 n.
The autobiography of an old circus man, who followed the show from its caravan days to the present Pullman-car mode of traveling.

Curle, J. H.
This world of ours. 313 p. O [c. '21] N. Y., Doran $2.50 n.
The story of the travels and impressions of a mining engineer in 38 countries.

De Fremery, Edna
The greater mystery; with front. [in col.] by the author. [A novel.] 207 p. D c. '20 San Francisco, Cal., The Sunset Pub. House, 460 4th St. $2 n.

Delbridge, Charles Lomax
Delbridge pocket size 4½ per cent interest book and with time maturity table. 2+79 p. O [c. '20] St. Louis, Mo., The Delbridge Co., 206 Walnut St. $2.50

Dewsnap, William
Country and suburban houses; a collection of exterior and interior sketches; with floor plans for houses in the colonial, artistic, half-timber, stucco cement and other styles of architecture; also interior suggestions, general specifications and information to home builders. 9th ed. 56 p. il. pls. plans O [c. '20] N. Y. [Author], 334 5th Ave. pap. $3 n.

Diemer, Hugo
Factory organization and administration. 3rd ed. rev. and enl. 398 p. il. O [c. '10-'21] N. Y., McGraw-Hill $4 n.

Ditchett, S. H.
Historic costumes; their influence on modern fashions; reprinted from the *Dry Goods Economist* of April 3, 1920. 20 p. il. pls. Q N. Y., The Dry Goods Economist pap. 50 c.

Dowson, Joseph Emerson, and Larter, Alfred Tabois
Producer gas. 4th ed. 18+361 p. tabs. il. diagrs. O N. Y., Longmans, Green $7.50 n.

Dudley, A. M.
Connecting induction motors. 252 p. il. diagrs. O [c. '21] N. Y., McGraw-Hill $2.50 n.

Ealand, Charles Aubrey
Animal ingenuity of today. 313 p. il. O (Today ser.) Phil., Lippincott $2.25

Eaves, Lucile
Training for store service; the vocational experiences and training of juvenile employees of retail department, dry goods and clothing stores in Boston; report of investigations made in the Research Dept. of the Women's Educational and Industrial Union. 149 p. (6½ p. bibl.) O [c. '20] Bost., Badger $2 n.
Partial contents: Stores as places of employment; Personal qualifications of juvenile store employees; Shifting of young store workers; Statistical data showing conditions of employment of juvenile store workers in Boston.

Edgerton, Alice Craig
Queen Nature's fairy helpers. 120 p. front. il. D [c. '21] N. Y., Lloyd Adams Noble, 31 W. 15th St. $1 n.
A reader containing nine stories.

Blake, Mrs. Katherine Alexander Duer [Mrs. Joseph Augustus Blake]
Some letters written to Maude Gray and Marian Wickes; 1917-1918, by Katherine Blake. 3+262 p. D c. '20 N. Y. [Author], Tarrytown priv. pr.

Boston, First National Bank, comp.
Markets of the world; a series of economic maps and statistical abstracts of the principal countries of the world. 21 p. tabs. maps (part col.) Q [c. '20] Bost., First National Bank pap.

Casey, Phyllis A., comp.
Stories of the constellations; a list of books. 8 p. O '20 St. Louis, Mo., St. Louis Public Library pap.

Deffenbaugh, Walter Sylvanus
Schools in the bituminous coal regions of the Appalachian Mountains. 29 p. pls. tabs. O (Dept. of the Interior, Bu. of Education bull., 1920, no. 21) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 10 c.

Empey, Arthur Guy
The madonna of the hills; a story of a New York cabaret girl. 403 p. D [c. '21] N. Y., Harper $2 n.
The story of a splendid man's love and a woman's redemption.

Fosdick, Harry Emerson
The meaning of service. 236 p. S c. '20 N. Y., Assn. Press $1.25

Francis, Francis
A book on angling; introd. by Herbert Maxwell. 364 p. col. front. il. O Phil., Lippincott $4.50

Galland, William Herbert
The proper feeding of infants. 296 p. front. il. pls. D (The parent's library) c. '20 Chic., F. J. Drake & Co., 1006 Michigan Ave. $1.50 n.

Gibbs, George Fort
The vagrant duke. 5+370 p. front. D c. N. Y., Appleton $2 n.
The adventures of a Grand Duke who fled from Red Russia to America, where he turns aside an opportunity to make his way easily thru crime and dishonest dealings, and takes the clean, tho difficult path to success.

Gleaves, Albert
A history of the Transport Service; adventures and experiences of United States Transports and cruisers in the World War. 18+284 p. front. (por.) pls. diagrs. tabs. [c. '21] N. Y., Doran $6 n.
The story of the methods of sending our troops to France, as told by Vice-Admiral Gleaves, Commander of Convoy operations in the Atlantic, 1917-1918.

Goucher College. Student Organization
Goucher college songs. 87 p. il. O [c. '20] Balt., Goucher College $1.75

Grant, Frederick C.
The life and times of Jesus. 222 p. front. (col. map) pls. D (The Abingdon religious educ. texts, weekday school ser.) [c. '21] N. Y. and Cin., The Abingdon Press $1.25 n.
The story of Jesus and the Holy Land told for childern from 12 to 15 years.

Graves, Joseph Waddington
The renaissance of Korea; [foreword by Harlan P. Beach] 74 p. front. (por.) pls. D Phil., Philip Jaisohn & Co., 1524 Chestnut St. bds. $1.35
A study of the Korean situation from the historical and economic standpoints.

Guernsey, Irwin Scofield, comp.
A reference history of the world war; with a preface by Frank Moore Colby. 392 p. (2¾ p. bibl.) pls. pors. maps (part col.) O [c. '20] N. Y., Dodd, Mead $6 n.
A complete history of the war in one volume.

Hamilton, Frederic Spencer, Lord
The days before yesterday. 7+341 p. front. (por.) O N. Y., Doran $4 n.
Reminiscences in which appear intimate sketches of Gladstone, Disraeli, Mrs. Langtry, Queen Alexandra and others of their time.

Hammond, John Lawrence Le Breton, and Hammond, Barbara Bradby [Mrs. John Lawrence Le Breton Hammond]
The town labourer; 1760-1832; a new civilisation. 342 p. (2¾ p. bibl.) O N. Y., Longmans, Green $2.25 n.

Hansen, Marcus L.
Welfare campaigns in Iowa. 15+320 p. (41 p. notes and bibl.) D (Chronicles of the World War) Iowa City, Ia., State Hist. Society of Iowa $2 n.
An account of the campaigns in Iowa for the raising of funds to support the Y. M. C. A., Knights of Columbus, Y. W. C. A., Jewish Welfare Board, Salvation Army and other movements during the war.

Heifetz, Elias
The slaughter of the Jews in Ukrania in 1919. 408 p. [c. '21] N. Y., Seltzer $2 n.
A record based on material gathered by the delegates of the All-Ukranian Relief Committee for the Victims of Pogroms, of which the author was chairman.

Hood, Basil
St. George of England. 186 p. col. il. D Phil., Lippincott $1.50

Houdini, Harry
Miracle mongers and their methods; a complete exposé of the modus operandi of fire eaters, heat resisters, poison eaters, venomous reptile defiers, sword swallowers, human ostriches, strong men, etc. 11+340 p. D [c. '20] N. Y., Dutton $3 n.
A history of charlatans and charlatanism.

Jackson, Henry Ezekiel, ed.
What America means to me; a book of the people, by the people, for the people; designed for their use in preparing themselves for the practice of citizenship; this book's purpose is to promote the Citizenship club movement. 17+236 p. col. front. pls. (part col.) coats of arms D c. '20 Wash., D. C., National Community Bd. $1 n.

Gleason, Arthur Huntington
Workers' education; American and foreign experiments. 62 p. (4 p. bibl.) O [c. '21] N. Y., Bureau of Industrial Research, 289 4th Ave. pap. 50 c.
Greve, Frederick W., and Stanley, W. E.
Coefficients of discharge of sewage-sprinkler nozzles. 28 p. tabs. charts il. plans pls. O (Bull. no. 3, Engineering Experiment Station) Lafayette, Ind.. Purdue University pap.
Holley, Charles Elmer
Mental tests for school use. 91 p. tabs. O (Bu. of Educ. Research bull. 4) '21 c. '20 Urbana, Ill., Univ. of Illinois pap. 50 c. n.
Illinois. Secretary of State
Official list of state officials of Illinois; clerks of Appellate courts; members of the 67th Congress and the 52nd General assembly; trustees of East Side Levee and Sanitary district; vote on banking law; Dec. 1. 1920; comp. by Louis L. Emmerson, secretary of state; printed by authority of the state of Illinois. 20 p. T Springfield, Ill., Office of the Sec'ry of State, Index Dept. pap.
Investors and traders guide. 3rd ed. 64 p. D [c. '20] N. Y., Jones & Baker, 50 Broad St. bds. apply

Jellicoe, John Rushworth Jellicoe, 1st Viscount
The crisis of the naval war. 12+331 p. front. tabs. pls. diagrs. O N. Y., Doran $7.50 n.
A sequel to the former volume "The Grand Fleet, 1914-1916," in which Admiral Jellicoe describes the work accomplished by the British in combating the unrestricted submarine warfare as carried on by Germany and Austria in February, 1917. There is also a chapter on the entry of the United States into the war.

Kearney, Paul William
Business letters made easy; a brief but comprehensive study of the principles which naturally simplify the art of handling the day's mail. 191 p. D (Made easy ser.) [c. '20] N. Y., Clode $1.25 n.
Partial contents: Talking on paper; The *You* attitude; The mechanical details; Some practical samples of letters.

Kilduff, Edward Jones
The stenographer's manual. 171 p. forms S c. N. Y., Harper $1.30 n.
Advice as to deportment and suggestions for typing, spelling, punctuation and dictation.

Kirtley, James Samuel, D.D.
You and your church. 172 p. D [c. '20] Phil., The Judson Press bds. $1.25
Contents: A church member; What you found in the Church; Your part.

Langland, James, ed.
The Chicago *Daily News* almanac and year book, 1921. 1024 p. il. O '20 c. '21 Chic., Chicago Daily News, 15 N. Wells St. 60 c. n.

Lawrence, David Herbert
The lost girl. 378 p. D c. N. Y., T. Selzer $2 n.
A novel in which old maids are discussed.

Lee, Ida [Mrs. Charles Bruce Marriott]
Captain Bligh's second voyage to the South Sea. 19+290 p. front. (por.) maps il. O N. Y., Longmans, Green $4.25 n.
A record of Capt. Bligh's voyage taken from his log-books which were written in 1791-93.

Lemos, Pedro Joseph
Applied art, drawing, painting, design and handicraft; arranged for self instruction of teachers, parents, and students. 7+379 p. il. col. pls. O c. '20 Mountain View, Cal., Pacific Press Pub. Assn. $6 n.

Lewis, William Cudmore McCullagh
A system of physical chemistry; in 3 v.; v. 2, Thermodynamics; 3rd ed. 454 p. diagrs. O (Text-books of physical chemistry) N. Y., Longmans, Green $5 n.

Lynn, Escott
For name and nation. 400 p. col. il. D Phil., Lippincott $1.75

Lyons, Vyvyan Ashleigh
Wages and empire. 96 p. tabs. D N. Y., Longmans, Green bds. $1.75 n.
A study of economics in Great Britain.

McCarthy, George T.
The greater love. 161 p. front. (por.) D [c. '20] Chic., The Extension Press, 180 N. Wabash Ave. $1.50 n.
Experiences with the A. E. F. of the Senior Chaplain of the Seventh Division .

Madan, Flaconer
Books in manuscript; a short introd. to their study and use; 2nd ed., rev. 15+208 p. (8½ p. bibl.) front. pls. facsms. D N. Y., Dutton $2.25 n.

Major, Clara Tree
How to develop your speaking voice. 156 p. D (How to develop ser.) [c. '21] N. Y., Clode $1.25 n.
Partial contents: Sound, how it is produced and how modified into speech; Development of deep breathing; The resonators; Emotional interpretation; Some common faults and their correction.

Mansfield, Katherine
Bliss; and other stories. 279 p. D N. Y., Knopf $2.50 n.
Fourteen short stories.

Marshall, Edison
The strength of the pines; with a front. by W. Herbert Dunton. 308 p. D c. Bost., Little. Brown $1.90 n.
Story of life in the Oregon mountains.

Menzies, Lucy
Saint Columba of Iona; a study of his life, his times, and his influence. 32+231 p. (3¾ p. bibl.) front. D N. Y., Dutton $2.50 n.
Partial contents: Early foundations in Ireland: the miracles; The battle of Culdreimhne; The Monastic settlement at Iona; Among the western isles; Lindisfarne: the cradle of English Christianity.

Koch, Frederick Henry, and Lay, Elizabeth A., comps.
Plays for amateurs; [A bibliography] 67 p. O (Extension ser. no. 36, Community drama service) Chapel Hill, N. C., University of North Carolina pap. 25 c.

Kroeber, Alfred L.
California culture provinces. various paging tabs. maps Q (American Archaeology and Ethnology, v. 17, no. 2) Berkeley, Cal., Univ. of California Press pap. 25 c.

Leavitt, Robert G.
Health training for teachers; the role of Normal and Training schools in the Advancement of health education; prepared for the Bu. of Education by the Child Health Organization of America.] 15 p. O (Dept. of the Interior, Bu. of Education) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 5 c.

Lloyd, E. Russell
Petroleum in 1918; Mineral resources of the U. S., 1918, pt. 2. various paging tabs. (part fold.) charts O (Dept. of the Interior, U. S. Geological Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Madison, James
The debates in the federal convention of 1787 which framed the Constitution of the United States of America; reported by James Madison; ed. by Gaillard Hunt and James Brown Scott. 97+731 p. O (Carnegie endowment for international peace) N. Y., Oxford Univ. Press $4
Corrected entry. Entered Jan. 8th as being published by Carnegie Endowment.

Molinari, Ettore
Treatise on general and industrial organic chemistry; pt. 1; tr. from the 3rd rev. and enl. Italian ed. by Thomas H. Pope. 15+456 p. O Phil., Blakiston $8.

Moncrieff, Charles Scott
The song of Roland; done into English, in the original measure; with an introd. by G. K. Chesterton; and a note on technique by George Saintsbury. 22+131 p. O N. Y., Dutton bds. $3.50 n.

Nairne, Alexander, D.D.
The faith of the Old Testament. 226 p. D N. Y., Longmans, Green $2 n.
Partial contents: The early Prophets; The wisdom books; The Apocrypha and Daniel; The Psalter.

Nearing, Scott
The American empire. 266 p. D c. N. Y., The Rand School of Social Science, pap. 50 c.; $1
A discussion of American politics and economics.

Neil, C. Edmund
Sources of effectiveness in public speaking; psychological principles practically used in developing ability to speak. 18+599 p. D [c. '20] N. Y., Hinds, Hayden & Eldredge, 11 Union Sq. $2.50

Noyes, Arthur Amos, and Sherrill, Miles Standish
A course of instruction in chemical principles; a text-book of theoretical and physical chemistry; printed in preliminary form for the classes of the Massachusetts Institute of Technology. 202 p. diagrs. O c. '20 Cambridge, Mass., Massachusetts Inst. of Technology $3.50 n.

O'Brien, Edward Joseph Harrington [Arthur Middleton, pseud.], ed.
The best short stories of 1920; and the yearbook of the American short stories. 20+500 p. (10¼ p. bibl.) D [c. '21] Bost., Small, Maynard $2 n.
The sixth volume of this series, containing stories by Americans. The Yearbook contains among other things an index to short stories published in American magazines, Oct., 1919 to Sept., 1920; The Roll of Honor of foreign short stories in American magazines; Articles on short stories: an index.

Owen, William Otway, ed.
The Medical department of the United States army during the period of the revolution [1776-1786]. 226 p. front. pors. D c. '20 N. Y., Paul B. Hoeber, 69 E. 59th St. $3 n.

Oxenham, Elsie Jeanette
The schools of ups and downs. 327 p. il. D Phil., Lippincott $1.50

Park, Robert E., and Miller, Herbert A.
Old world traits transplanted. 307 p. front. (map) col. plan chart maps (Americanization studies) c. N. Y., Harper $2.50 n.
Partial contents: Immigrant heritages; Immigrant demoralization; Immigrant types. Types of community influence; Reconciliation of the heritages.

Petersen, Gerlac
The divine soliloquies of Gerlac Petersen, canon regular of Deventer; tr. from the Latin by Monialis. 18+106 p. S N. Y., Longmans, Green $1.40 n.
A translation of a mystical treatise written by a Canon Regular of the Monastery of Windesheim, who died in 1411 A.D.

Rees, J. F.
A social and industrial history of England, 1815-1918. 8+197 p. (3½ p. bibl.) D N. Y., Dutton $2 n.
Author is lecturer on economic history, University of Edinburgh.

Rickards, Rev. Clifford
A prison chaplain on Dartmoor. 248 p. front. D N. Y., Longmans, Green $2.50 n.
Reminiscences of 25 years spent as chaplain on Dartmoor.

Rudolf, Robert de Montjoie
Tookay and Alice Mary tales. 191 p. col. il. D Phil., Lippincott $1.50

Sarkar, Jadunath
Economics of British India; 4th ed., enl. and rewritten. 8+376 p. D N. Y., Longmans, Green $2.75 n.
History of Aurangzib; based on original sources; 4 v.; v. 1, Reign of Shah Jahan; v. 2, War of Succession; v. 3, Northern India, 1658-1681; v. 4, Southern India, 1646-1689. various paging (17 p. bibl., contained in v. 2) D N. Y., Longmans, Green ea. $3 n.
Shivaji and his times; 2nd ed., rev. and enl. 459 p. (10 p. bibl.) front. (por.) D N. Y., Longmans, Green $3.50 n.
Studies in Mughal India; being historical essays; 2nd ed.; with 12 new essays added. 313 p. D N. Y., Longmans, Green $1.75 n.

Montana. Dept. of Public Instruction
Complete course of study for rural and city schools of Montana, 1920; prepared by the Dept. of Public Instruction, Helena. 2 v. 400 p. O Helena, Mont., Independent Pub. Co. pap. ea. $1

National Assn. of Directors of Girls' Camps
Swimming and life saving standards for summer camps; as prepared by Swimming committee of the National Assn. of Directors of Girls' Camps; adopted by National Assn. of Directors of Girls' Camps and Camp Directors' Assn. of America. 8 p. O [c. '20] Newark, N. J., New Jersey Law School Press. 33 E. Park St. pap. 75 c. n.

New Departure M'fg. Co.
Tractor manual; the horse vs. the tractor of the farm; comparative cost data; various types of tractors compared; New departure ball bearings and their advantages in tractors of all types; helpful hints for the farmer, dealer, designer. 62 p. il. O [c. '20] Bristol, Conn., The New Departure M'fg. Co., Engineering Service Dept. gratis

New York State Dept. of Labor
Annual report of the Industrial commission; for the twelve months ended June 30, 1919. 330 p. tabs. O (Legislative doc. no. 110) '20 Albany, N. Y., State Dept. of Labor apply

Pennsylvania. Laws, statutes, etc.
A compilation of the laws relating to counties and county officers; by S. Edward Hannestad, comp. 762 p. O (Bull. no. 20) Harrisburg, Pa., Legislative Reference Bureau apply

San Francisco Museum of Art
Catalogue of the loan exhibition of paintings by old masters, in the Palace of Fine Arts; by J. Nilson Laurvik, director. 48+69 p. (6 p. bibl.) pls. pors. O '20 San Francisco, Cal., The Museum $1

Saunders, Phyllis
Within the magic gateway. 191 p. col. il. D Phil., Lippincott $1.50

Schneider, Albert
The microanalysis of powdered vegetable drugs; 2nd ed. 12+548 p. O [c. '02-'21] Phil., Blakiston $5

Scott-Hopper, Queenie
Pull the bobbin; [juvenile verse]. 128 p. col. il. D Phil., Lippincott $1.50
Under Sevenshield's castle. 190 p. col. il. D c. '20 Phil., Lippincott $1.50

Seymour, George Steele
Adventures with books and autographs; a book of essays on autographs and kindred subjects; embellished with 8 facsm. inscriptions. 84 p. O (The Bookfellows' ser. v. 2) c. '20 Chic., The Bookfellows bds. $1.75 [400 copies]

Smith, Edgar Fahs
Priestley in America, 1794-1804. 173 p. D [c. '20] Phil., Blakiston $1.50 n.
The life of one of America's early chemists.

Stead, Richard
Daring deeds by great mountaineers. 259 p. il. O (Daring deeds library) Phil., Lippincott $1.75

Stern, G. B. [Mrs. Geoffrey Lisle Holdsworth]
Debatable ground. 402 p. D c. N. Y., Knopf $2.50 n.
A novel which was published in England under the title "Children of No Man's Land."

Stillwell, Leander
The story of a common soldier; of army life in the Civil War, 1861-1865. 2nd ed. 278 p. front. (por.) pors. D c. '20 Erie, Kas., [Author] $1.50

Tadlock, James Marion
Studies on modernizing English spelling; an inquiry into the nature, laws, and customs of English representation; and a scientific re-adjustment of its outward forms to agree with modern pronunciation. 50 p. S c. '20 Olympia, Wash., [Author], 503 Columbia St. pap. 50 c. n.
A series of seven studies on simplified spelling.

Thompson, Wallace
The people of Mexico; who they are and how they live. 11+427 p. O [c. '21] N. Y., Harper $2.50 n.
A study of the three classes of people in Mexico, the white, the half-breed and the Indian. Author was correspondent for the *Mexican Herald* and *Modern Mexico*.

Valley (The) of vision; with a preface by the Bishop of Edinburgh. 10+76 p. S N. Y., Dutton $1.50 n.
Essays on the Holy Sacraments of the Protestant Episcopal Church.

Vaughan, Rev. John
The music of wild flowers. 181 p. D N. Y., Dutton bds. $3 n.
Botanical papers which first appeared in *The Outlook, The Saturday Review, The Quarterly Review, The Spectator* and other magazines.

Webb, Sidney
Grants in aid; a criticism and a proposal; new ed., rev. and enl. 8+145 p. (19½ p. bibl.) O N. Y., Longmans, Green $2.75 n.

Webb, Sidney, and Webb, Beatrice Potter [Mrs. Sidney Webb]
Problems of modern industry; new ed. 32+286 p. tabs. O N. Y., Longmans, Green $2.75 n.

Wells, Herbert George
Russia in the shadows. 8+179 p. front. pls. D [c. '21] N. Y., Doran $1.50 n.
Partial contents: Petersburg in collapse; The quintessence of Bolshevism; The dreamer in the Kremlin, [Lenin.]

Scott, James Brown
The United States of America; a study in international organization. 19+605 p. O (Carnegie Endowment for International Peace) N. Y., Oxford Univ. Press $3 n.
Corrected entry. Entered Jan. 15th as published by Carnegie Endowment.

Sterling, George
Rosamund; a dramatic poem. 120 p. O c. '20 San Francisco, Cal., A. M. Robertson, 222 Stockton St. $1.50 [500 copies]

Stone, Ralph Walter
Gypsum deposits of the United States. 326 p. (8 p. bibl.) pls. tabs. maps (part fold. and part col.) charts diagrs. (Dept. of the Interior, U. S. Geological Survey, bull. 697) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 50 c.

U. S. General Staff. War Plans Division. Historical Branch
Economic mobilization of the United States for the war of 1917; a preliminary memorandum prepared at the request of the Central Bu. of Planning and Statistics by the Economic Mobilization Section. 16 p. O (Historical outlook; war reprints, no. 9) Phil., McKinley Pub. Co., 1621 Ranstead St. pap. 20 c. n.

U. S. Geological Survey
Surface water supply of the United States, 1917; pt. 2, South Atlantic slope and Eastern Gulf of Mexico basins. 64+28 p. (13¾ p. bibl.) tabs. pls. O (Dept. of the Interior, Water-supply paper 452) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 10 c.

Vanderlip, Frank Arthur, and Williams, John H.
The future of our foreign trade; a study of our international balance in 1919. 44 p. O c. '20 N. Y., F. A. Vanderlip, 111 B'way pap. priv. pr.

Wall, Alexander J., comp.
A list of New York almanacs, 1694-1850. [A bibliography] 122 p. Q N. Y., New York (City) Public Library pap. $1 n.

War Department. U. S. Army
Report of the Chief of Engineers, U. S. Army to the Secretary of War, 1920. 2088+43 p. tabs. O Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

White, James William, and others
White and Martin's genito-urinary surgery and venereal diseases. 12th ed., rev. 15+928 p. col. front. il. pls. (part fold.) O c. '20 Phil., Lippincott $8.50

Wright, Ruth M., and Hall, Eve S. W., comps.
Boys' books; grown up boys say these are the kinds of books they wanted when they were boys. [A bibliography, comp. for the McClelland Boys' Club, of Newark, N. J.] 8 p. D Newark, N. J., Newark Public Library pap. apply

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Reference Catalog of Current Literature 1920

This important bibliography of British publications after numerous delays, has arrived in New York. The many subscribers for sets will receive them as promptly as possible. After these orders have been completed the remaining sets will be offered at $12.00. *The set comprises two volumes of publishers' catalogs and a separate Index Volume which is an up-to-date guide to English books in print.*

This is the first issue of the catalog since 1913, *and it will probably be four years or more before another is issued. If your order is not in, send it at once.*

February 5, 1921. The Publishers' Weekly

Rare Books, Autographs and Prints

A BILL has been introduced into the legislature of Massachusetts to make Lake Walden a public reservation in memory of Thoreau.

The library of Prof. Edward Courtlandt Bolles containing many rare editions of various periods of English literature has been bought by the trustees of Tufts College and presented to the Eton Memorial Library.

The uncertainty that immediately followed the last sales before the holidays has passed away. It is apparent now that there is a good demand at reasonable prices for all the desirable books that are likely to come into the auction room this season.

A "Portfolio of Original Etched Bookplates," by Ralph M. Pearson, published by Alfred Fowler, of Kansas City, Mo., comprises twelve autographed Japanese vellum proofs from original etched bookplates, the proofs having been made and signed at the artist's studio at Ranchos de Taos, New Mexico. The plates have been carefully selected to represent all phases of Mr. Pearson's work prior to 1920.

The Heartman Auction Co., Inc., of Rutland, Vt., will sell another collection of Americana, on February 15, containing many rarities, among which are rare Almanacs printed in Maine, the first almanac printed in Vermont, 1784, an unusual collection of tracts relating to the American Revolution, items relating to the early West, Lincolniana, a number of rare broadsides and other miscellaneous material.

The thirty-seventh annual meeting of the Grolier Club has been marked by the opening of an exhibition of the etchings of Mary Cossatt. The collection is strikingly comprehensive; the prints shown are beautiful impressions, often in several states, some of which are rare. These works are displayed in the main gallery. In the print room there is a collection of etchings by Charles H. Woodbury.

The sensational discovery in Baltimore of "forty water colors, two pen drawings and thirty-five etchings by Whistler," reported in the newspapers, turns out to have been a gross exaggeration, according to Joseph Pennell, who says that the collection contains one solitary water color he did not remember to have seen. Apparently the newspaper reporter who prepared the article was more interested in making a sensation than in giving trustworthy information.

In his annual report just published, Archibald C. Coolidge, director of the Harvard University Library, says that the institution has "tried to make the best use of opportunities and has ordered large numbers of foreign works at prevailing prices. . . . It has been possible, the report continues, to buy books in Austria, Germany, Italy, France, and even in England at a figure undreamed of before." Today the cost of cataloging a German book is frequently four or five times the price that was paid it.

On December 2, the 300th anniversary of the publication of the first English newspaper was celebrated by the British press. In 1620 the Thirty-years War brought corantos or news-pamphlets from Amsterdam into England. Next year they were printed in London; the idea of giving foreign news gave birth to the English newspaper. The next innovation came twenty years later in the reporting of Parliamentary proceedings. The Great Plague, which drove the Court from London to Oxford in 1665, resulted in what shortly became the London *Gazette*, the venerable parent of the existing periodical press.

Gardner Teall has written and Alfred Fowler, of Kansas City, Mo., has published a work on the "Bookplates of Sidney L. Smith," consisting of an appreciative exposition of the artist's talents and an up-to-date check list now numbering 167 plates, arranged chronologically and numbered by the artist. Two original copperplate etchings appear as illustrations. "Among American masters of line engraving," says Mr. Teall, "Sidney L. Smith occupies a conspicuous place. The present century has not found united in the work of a single engraver more varied qualities of excellence than found in the achievements of this artist. In his work, whether it be portraiture, landscape, architecture, allegory, heraldic design, or lettering, one does not find a dull line, or insipid conception, inadequate technique, or a touch of the commonplace."

The sale of the private library of George W. Thompson, of this city, at the American Art Galleries, January 25, was one of the most remarkable of the season. The attendance was large, competition was unusually spirited, and books were frequently bought with little regard or apparent knowledge of their ordinary market value. The library consisted mainly of sets of modern authors in standard editions, in fresh and attractive morocco bindings, and lots frequently brought from two to four times what they could have been sold for in any bookstore in this city. For instance, 99 volumes of the Bohn library, mainly of the classics, in half leather, brought $590, or almost $6 a volume. Dent's edition of Balzac, 40 volumes, half morocco, $280; Routledge's edition of Lord Lytton, 32 volumes, half morocco, $210. Fairy tales in half bindings brought from $5 to $15 a volume. And these only illustrate the general trend of the sale; there were practically no low prices. The buyers were largely such as frequent the furniture and picture sales, and everything seemed rare and beautiful to them. Evidently there is a demand for fair library editions in at-

tractive leather bindings that is not being supplied by the bookstores. The difficult part of the problem is to get these buyers into the bookstores in a buying mood and to give the stock the right setting. These new and attractive leather bindings, with the customary skilful display, furnished just the attraction needed to arouse interest and lively competition.

The second and final part of the library of Herman Le Roy Edgar, of Dobbs Ferry, N. Y., consisting of rare Americana, was sold on January 24 and 25 at the Anderson Galleries. The two parts contained only 696 lots, but they brought the astonishing total of $128,668.75, or $184.86 a lot. This library ranks closely in value to the Brinley and De Puy libraries which were the most valuable collections of Americana ever sold in this country. The highest price of this part was $3,800, paid by Dr. Rosenbach for Mourt's "Relation or Journall of the beginning and proceedings of the English Plantation settled at Plimoth in New England," printed in London in 1622, the first book printed on the Plymouth Colony. The leading rare book dealers were well represented and buying was well distributed. A few of the more important items and the prices which they brought were the following: Le Clerq's "Premier Etablissement de la Foy dans le Nouvelle France, Contenant la publication de l'Evangile, l'Histoire des Colonies Francoises," etc., Paris, 1691, rare first edition, brought $1,800; Mason's "History of the Pequot War," Boston, 1736, first edition, $2,025; Morton's "New England Memoriall," 1669, first historical book printed in English in America, $1,580; Penhallow's "History of the Wars of New England," 1726, first edition, $500; Rous's "New England a Degenerate Plant," 1659, first edition from the Huth collection, $900; Captain John Smith's "Generall Historie of Virginia," 1624-25, $2,410; Thomas's "Historical and Geographical Account of the Province and Country of Pennsylvania," 1698, $735; Vincent's "A True Relation of the Late Battel fought in New England with the Pequet Salvages," 1638, $1,200; William's "Virginia," 1650, rare with map, $775; Winslow's "Hypocrasie Unmasked," 1646, $2,000 F. M. H.

Auction Calendar

Tuesday afternoon, February 15th, at 1:45 o'clock. An interesting collection, containing many great rarities. (No. 114; Items 242.) Heartman Auction Co., Inc., 31½ Merchants' Row, Rutland, Vt.

Catalogs Received

Choix De Livres De Droit, De Jurisprudence Et De Legislation. (No. 461; Items 941.) Martinus Nijhoff, Lange Voorhout 9, La Haye, Holland.

Geographie, Ethnographie, Histoire locale des cing parties du monde. (No. 460; Items 873.) Martinus Nijhoff, Lange Voorhout 9, La Haye, Holland.

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Aldine Book Co., 436 Fourth Ave., Brooklyn, N. Y.

American Irish Historical Soc., vols. 4, 5, 7.
Annals of Iowa, Apr., 1895.
Maryland Historical Magazine, vol. 7, no. 4 and after.
The Pennsylvania German, vols. 1 to 7, any odd vols.
U. S. Catholic Hist. Soc., Records, vols. 1 and 8.

Aldus Book Co., 89 Lexington Ave., New York

Cabell, anything by.
Yellow Book and Savoy, any odd vols.
Draper's Intellectual Development of Europe, Eng. ed.
Powder Puff and Crinoline.
All 1st eds. of Ambrose Bierce, Max Beerbohm, N. L. Menchen, J. M. Barrie, Edgar Saltus, W. J. Locke.

William H. Allen, 3417 Walnut St., Philadelphia

Browning, Napoleon, the First Phase.
Cambridge, Commentary on New Testament.
Boccaccio, DeCameron, Morley's Library.

American Baptist Publication Society, 1107 McGee St., Kansas City, Mo.

Orchard's Baptist History.
Complete set Biblical Illustrator, by Excell.

American Sunday-School Union, 1816 Chestnut St., Philadelphia

Story of Cawnpore, Capt. Mowbray Thomson.

Wm. H. Andre, 607 Kittredge Bldg., Denver, Col.

A History of the Warfare of Science with Theology, Adrew D. White, pub. Appleton & Co., 1896, 2 vols.
St. James or Beacon ed. of Eliot.

D. Appleton & Co., 29 W. 35th St., New York

Rarahu, Pierre Loti.

Barr Book Shop, 24 W. Orange St., Lancaster, Pa.

Williamson, Quaker Partisans.
Huber, Historical Sketch of Wentz's German Reformed Church, Worcester Twp., Montgomery Co., Pa.
Bercovici, Crimes of Charity.
Roosevelt, Hunting Trips of a Ranchman.
Lovett, History of Indian Naturalist Movement.
Huston, History of Huston Family.

N. J. Bartlett & Co., 37 Cornhill, Boston

Barnum's Autobiog., pub. Redlands Co., 1855.
Duchess Amelia, Barrett, Wendall.
Berlioz, Memoirs.
Zend Avesta, Fechner, 2d ed., 1901.
Materialism and Mod. Physiol. of the Nervous System, Hudson.
After Death, What? Lombroso.

A. A. Beauchamp, 603 Boylston St., Boston

McCracken, Rise of Swiss Republic.
McCracken, Romance of Teutonic Switzerland.
Hasting's Dictionary Apostolic Christianity.
Meehan, Suit in Equity.
Patriotic Nuggets, also other titles this series.
Scientific Theism, Frances E. Abbott.
Life of Grimke Sisters, Catharine Berney.
West and East, E. C. Moore.
International Standard Magazine, pub. Cleveland, 1880's.
Books on Great Pyramid and Lost Ten Tribes.
Tregelles, trans. New Testament.
Journeyings of Jesus.
Paralipamena, Pick.
N. West, Studies in Eschatology.

A. A. Beauchamp—Continued

Any titles by Adrew Jukes.
T. R. Birk's Thoughts on Prophecy.
Bullinger, Figures of Speech Used in Bible.
Bullinger, Critical Lexicon and Greek Concordance.
The Fittest, pub. Calif. Genealogical Society.
Bible Lights, Rev. R. Douglas.
Young's Bible Concordance.
Rawson, Life Understood.
Wylie, Ecclesiastical or Church History.
Naves, Topical Bible.
Dealer's Catalogs, especially Theology.

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The Bobbs-Merrill Co., Indianapolis, Indiana

The Thoroughbred, Henry Kitchell Webster.
The South Americans, Albert Hale.
Aladdin from Broadway, Frederic S. Isham.
Ever After, Juliet Wilbor Tompkins.

The Book Nook, 109 High St., Columbus, O.

The Fireside Dickens, ed. by Fontaine, pub. by subscription only, G. W. Carlton Co., 1883.

Book Shop, Pennsylvania Terminal, New York

Index to vol. 68 of The Railway Age.

The Book Shop, 612 Spruce St., Scranton, Pa.

Americanism of Washington, Van Dyke, Harper's.

Brentano's, Fifth Ave. & 27th St., New York

The Mahatma and the Hare.
The Lady of Blosholme.
Red Eve, Haggard.
Acte, Westbury.
Friar Tuck, Wasson.
Warren Hyde, Martin.
Cannibal and Convict, Thomad.
The Ghost Kings.
Archo Volume, Talmud.
Leaves from Our Tuscan Kitchen.
Eden, Saltus.
Pomps of Satan, Saltus.
Perfume of Eros, Saltus.
Historia Amoris, Saltus.
Vanity Square, Saltus.
Daughters of the Rich, Saltus.
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Truth About Tristum Varick, Saltus.
Anatomy of Negation, Saltus.
Strange True Stories of Louisiana, Cable.
The Promise Land, Pontoppid.
Emanuel or Children of the Soil, Pontoppid.
Adventures in Neurasthemia.
Spirit of the Mountains, Miles.
First Annual Report of the Society Protecting Manual Labor in Literary Institutions, pub. 1833, Weed.
Poe's Works, Va. ed., edited J. A. Harrison, 17th vol.
Life of F. C. Selous, Millais.
Stories from a Chinese Studio, Giles.
Inquiry into the Political Justice, Godwin.
Fragments of Science, Tyndall.
The Brethren, Haggard.
Ragnarok, Donnelly.
Michael Cassidy Sergeant, Sapper.
Letters of E. B. Browning, Kenyon.
Horses, Pocock.
Wind in the Rose Bush, Freeman.
Red Saunders' Pets and Other Stories, Philipp.
Alpine Flora of the Canadian Rocky Mts., Brown.

BOOKS WANTED—Continued

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Rock Gardens and How to Make Them, Meredith.
Alpine Plants of Europe, Thompson.
The Cat, Its Points, Management in Health and Diseases, Barton.
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Historic Houses of Colonial New Jersey, Mills.
Vol. S, Weir Mitchell's containing Medeira Party, Thumbnail Series.
Life of Sir Richard Calmady, Malet.
Uther and Igraine, illus. Benda, Deepiny.
Tonglis Trinities, Woodroffe.
Vol. 2, Prose Works, also vol. 1, Wagner.
Colombo in English, Merimee.
Vares Populi, 1st ser., Ansley.
Historic Houses of New Jersey, Mills.
Hunter on Steigel Glass.
Astrology and Religion Among the Greeks and Romans, Cumont.
Cautionary Tales, Belloc.
Plays, Pure Limp leather, pub. Nichol, Oscar Wilde.
Planning and Construction of American Theatres, Birkmire.
History of Mr. Polly, Wells.
Sutherland, Origin & Growth of Moral Instinct, 2 vols.
Narrative, Exploits of Col. Davis Fanning.
The Santa Fe Trail, Inman.
Conmington's trans. of Horace.
Orthometry, Brewer.
Poets of the Younger Generation, Archer.
Lincoln's Autobiography.
Carlyle's Last Words.
Thoughts on Hunting, Beckford.
Wallace Rhodes, 3 or 4, Davis.
Marie Claire.
Outline Drawing of Flaxman.
Beagles.
Montespan, also Du Barry & Pompadour, Noel Williams, 4to ed.
Life of Mohammed, but not by Irving.
Uncle Tom's Cabin, 2d ed.
South Sea books.
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Rollins' Ancient History.
Care and Exception, 2 copies, F. T. Hill.
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New and Accurate Method of Finding a Ship's Position at Sea, Capt. Thomas H. Sumner.
J. J. Post, On Piers and Wharves.

Brentano's, F & 12th St., Washington, D. C.

Wise, History and Practice of Aeronautics, 1856(?).
Peter Collier, Sorghum.
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Bonafidine, Life in Moslem East.
Hay, Oppressed English.
Wedmore, Some of the Moderns.
Weitenkampf, American Graphic Art.
Koehler, Etching in America.
Ram Swami, Expansion of Self, San Fran., 1903.
Cross, Life's Shop-window.
Cross, Anna Lombard.

Bridgman's Book Shop, 108 Main St., Northampton, Mass.

The Earl Family, Pliny Earl.
Thrift, Harrison.
Student's Manual, John Todd.
Annals of Boston Primary School Committee, Wightman, Rand & Avery.

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Cleveland, Voyages & Coml. Enterprises, 2 vols., 1842.
Beyond the Back of Silence.
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Chaucer, Riverside ed. British Poets. 3 vols., H. M. & Co.
Athenian Society Publications, any.

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My Adventures as a Spy, Powell, 2 copies.

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Anti-Slavery Reporter, fr. beg. to 1852, 1866 to end.
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Rowe, Sketch of 126th Pa. Volunteers.
Small, Sixteenth Maine Regiment, 1861-65.
Forester, Frank, Poems.
Sportsmen's Portfolio Amer. Field Sports.
Tenn. Insurance Repts., 1874, 1908, 1910.
Drew, Daniel. Book of.
Barber and Howe, Hist. Collections of N. Y.
Perry, Hunting Expeditions, 1899.
Micking, Recollections Manila and Philippines.

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Lynch, Expedition to the Dead Sea, Baltimore, 1852.

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Vol. 4, Reason in Art, Scribner.
McGhee, Z., The Dark Corner, Grafton Press.
H. H. Powers, Message of Greek Art, Macmillan, 1913.

Columbia University Press Bookstore, 2960 Broadway, New York

Ryland, Chronol. Outlines of Engl. Lit.

Irving S. Colwell, 99 Genesee St., Auburn, N. Y.

Harvard Classics.
The Great Work. T. K., Indoo Amer. Bk. Co.
Book of Knowledge.
Abbey, Quest Holy Grail, Russell, '95.
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Cornell Co-operative Society, Ithaca, N. Y.

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Davis & Nye, 112 Bank St., Waterbury, Conn.

Memoirs of Pattison.
Italian Principia, American Book Co.
Old Fashioned Roses, 16mo, list $2.00, Bobbs-Merrill.

A. L. Dennis, 790 Broad St., Newark, N. J.

Diary of Philip Hone, B. Tuckerman, 2 vols., Dodd, Mead & Co.

Dixie Business Book Shop, 41 Liberty St., New York

A Critical Examination of Our Financial Policy During the Southern Rebellion, Simon Newcomb, Appleton, 1893.
Statistical Studies in the N. Y. Money Market, Norton.
Directory of Directors, New York, 1919-20.
Capital & Interest, Böhm Bawerk.
Positive Theory of Capital, Böhm Bawerk.
An American Transportation System, Rankin, Putnam, 1909.
20 Yrs. in Congress, Blaine, 2d vol.

Robert W. Doidge, 16 Elm St., Somerville, Mass.

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Murray's Handbook of Algeria and Tunisia, 5th ed.
Mediaeval Sicily, Cecilia Waern.
Sicily in Fabel, History, Art and Song, Walter C. Perry.

E. P. Dutton & Co., 681 Fifth Ave., New York

American Institute of Mining & Metallurgical Engineers, vols. 51 and 52.
American Journal of Archaeology, set or odd vols.
Bolles, John A., Genealogy of the Bolles Family in America, pub. H. W. Dutton & Son, Boston.
Barker, E., Poems, Frozen Trail.
Cohen, J. C., The Law.
Dana, Swiss Chalet Book.

E. P. Dutton & Co.—Continued

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Chandler, T. H., Address Before Mass., Dental Society, Boston, 1868.
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Dominion Dental Journal of Canada, any vols.
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Holden, G. H., Canaries and Cage Birds, 1883.
Jennings, Rosicrucian Rites and Mysteries.
Jordan, Creeping Tides.
James, Henry, The Golden Bowl, 2 vols., N. Y., 1904, Roderick Hudson, Boston, 1876, The Two Magics, N. Y., 1898.
Kipling, How Shakespeare Came to Write the Tempest, N. Y., 1916.
Latham, E., Dictionary of Names, Nicknames, and Surnames.
McFall, H., History of Painting, preface by Frank Brangwyn, 8 vols., 200 plates in colour, Nickerson, Boston, Bysantine ed., limited 1000 copies.
Mahan, W. D., Archko Vol., pub. Antiquarian Book Co.
Molloy, J. F., Most Glorious Lady Blessington.
Mathers, The Kabbalac Unveiled.
Rackham, Siegfried and the Twilight of the Gods, Doubleday, Page.
Spencer, Principles of Sociology.
Spiritual Reconstruction.
Scribner's Magazine, Oct., 1875 and March, 1876.
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Ramsay, Revolution in S. C.
Sims, Story of My Life.
Longstreet, Georgia Scenes.

Goodspeed's Book Shop, 5a Park St., Boston, Mass.

American Angler's Book.
Andreyev, Plays tr. by Meader & Scott, 1915.
Armstrong, A. A., Faith and Doubt in Century's Poets, 1898.
Arnold, Song Celestial.
Bates, C. D., On Tree Top, 1881.
Becke, Louis, By Reef and Palm, and Other Titles.
Benson, Cat. of Etchings.
Bradlee, Eastern Railroad.
Bunner, Short Sixes.
Burke, Works, Bohn ed., Lond., 1861, vol. 1, reddish brown clo.
Century Dictionary, 24 parts.
Chester, Cornelia Blossom.
Concord, Mass., History of, Shattuck.
Crosby, S. S., Early Coins of Amer., Boston, 1875.
D. A. R. Lineage Books, vols. 2, 3, 4, and 5.
Davis, Nimrod of the Sea.
Dicty. of Printers and Printing.
Eckfeldt, New Varieties of Gold and Silver Coin, 1852.
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Hamilton, Vanished Pomps of Yesterday.
Haxton, Signers of Mayflower Compact.
Hay, Oppressed English.
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Henson, Negro of North Pole.
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Jordan & Everman, Fishes of North and Middle America.

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MacLear. Hist. Christian Missions in Mediaeval Europe, 1850.
Marusia, Maid of Ukraine, D., M. & Co.
Moore, Personal Index to Southold, L. I.
Moore, George, Untilled Field, Phila., 1903.
Mount Desert, History of, Street.
Moxon, Mechanic Exercises, Printing, vol. 2.
New International Dictionary.
Packard, White Mountain Trails.
Parables of Safed the Sage, Barton.
Patmore, Coventry Poems.
Pidgin, C. F., Theodosia, Boston, 1907.
Pirate's Own Book.
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Sewall's Diary, 3 vols.
Sherwood, Gazateer of Georgia, eds. 1 and 2.
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Walsh, W. S., Pen Pictures and Modern Authors, 1882.
Wilkes & Eastman, Counterfeit Bank Notes, 1865.
Woodhouse, Something Fresh.
Genealogies: Cady, 1910.
Gates, G. O. Gates, 1898.
Harlan.
Hillman.
Howland, 1885.
Neff.
Odiorne, 1875.
Sheldon Family Magazine.
Swope, 1896.
Talcott.
Thornton, 1850.
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Brown, European and Japanese Gardens.
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Brochure Series.
Platt, C. A., Italian Gardens.
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Lyon, Colonial Furniture in America.
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Corner & Soderholtz, Colonial Architecture in New England.
Chanler, Colonial Architecture in Maryland, Pennsylvania and West Virginia.
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Adam, R. & J., Works in Architecture (original) 3d vol.
Any books relating to Architecture. Furniture, Decorations and the Kindred Art
Crane & Soderholtz, Colonial Arch. in Savannah, Ga., and Charleston, S. C.

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Lover's Litanies, Eric MacKay.
National Geographic for Sept., 1910.
La Terre, Zolo, In English.
Return of Peter Grimm, Belasko.
Wallace's Canary Book.
National Geographic for Feb., 1913.

Holmes Book Co., 740 S. Main St., Los Angeles, Cal.

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Finch & Deitch's Insurance Digest, 1888 to date.

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American Kennel Gazette and Stud Book, prior to 1918.
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Kleinteich's Book Store, 1245 Fulton St., Brooklyn, N. Y.

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Fiske's Beginnings of N. E., Illustrated ed.
Letters of ex-Mayor Gaynor.
Hennepin, Description of Louisiana, ed. by J. G. Shea, 1880.
La Hontan, New Voyages, ed. by R. G. Thwaites, 1905.
Inglefield, Summer Search for Sir John Franklin.

Lemcke & Buechner, 32 E. 20th St., New York

Lunge, Sulphuric Acid, vol. 1 in 3 pts. and supplement.
Waldron, Tactical Walks, 1917.
Ayer, Amer. Newspaper Annual, 1920 ed.
Official Handbook for Boys, latest ed. by Boy Scouts of America.

Complete Sets of

American Academy of Arts and Sciences Transactions.
American Antiquarian and Oriental Journal.
American Ethnological Society Transactions.
American Folklore Society Held at Philadelphia, Proceedings.
American Journal of Semitic Languages and Literature.
American Philosophical Society Held at Philadelphia, Proceedings.
American Philosophical Society, Historical and Literary Committee Transactions.
Antiquarian, The, Chicago.
Canadian Institute, Toronto Proceedings.
Canadian Institute, Toronto Transactions.
Georgia Historical Society, Collections.
Harvard Studies in Classical Philology.
Interior Department Ethnological Survey Publications, Manilla.
Minnesota Historical Society Collections.
Modern Philology.
Proceedings and Transactions Royal Society of Canada, Montreal.
Wisconsin Academy of Sciences, Arts and Letters, Transactions.

C. F. Libbie & Co., 78 Bedford St., Boston

Gregg's Commerce of the Prairies, 2 vols., N. Y., 1849.
Holsinger, The Indian and His Blanket.
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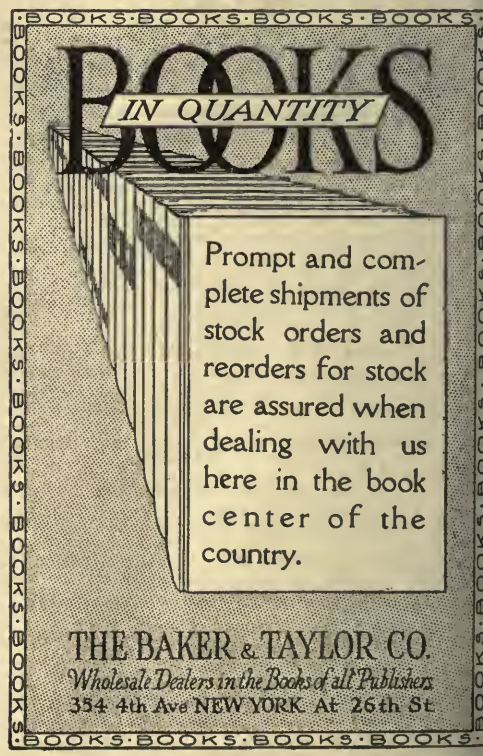

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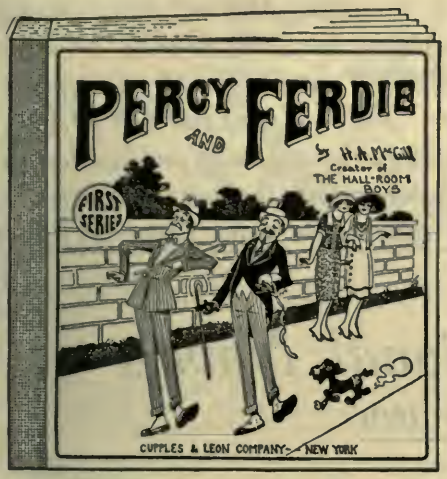

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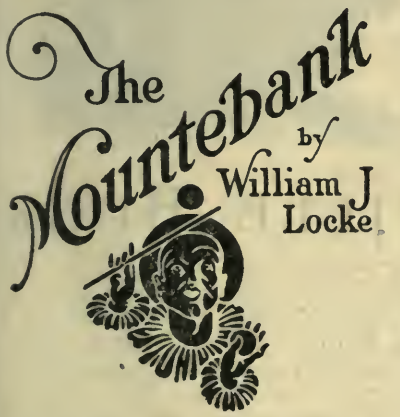

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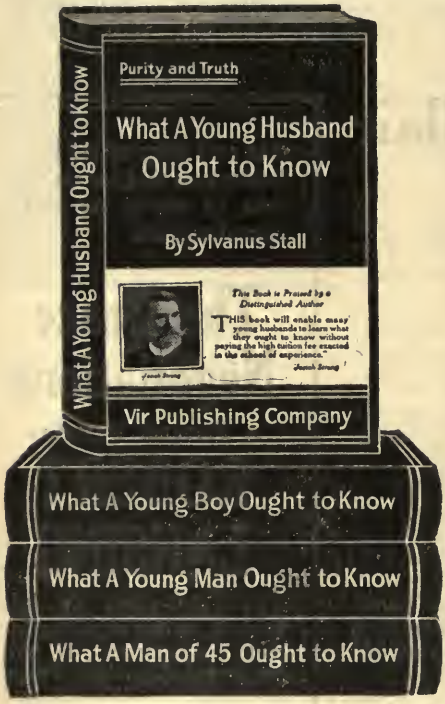

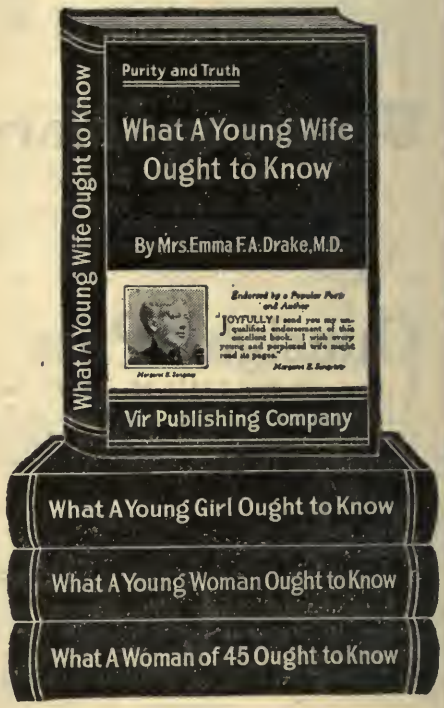

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Let the detective and mystery novel be the vehicle for selling more books to men. It is one of the surest ways to get all these men to BUY A BOOK A WEEK, which will make a very considerable increase in your volume of business.

GROSSET & DUNLAP, Publishers, 1140 Broadway, New York

Here's the List of
DETECTIVE AND MYSTERY STORIES
New February 1, 1921

Constance Dunlap.....Arthur B. Reeve
Crevice, The
William J. Burns and Isabel Ostrander
Ear in the Wall, The.....Arthur B. Reeve
Guy Garrick.....Arthur B. Reeve
Gold of the Gods.....Arthur B. Reeve
Ivory Ball, The.....C. C. Hotchkiss
Man Who Fell Through the Earth, The
Carolyn Wells
Masked Woman, The....Johnston McCulley
Middle Temple Murder, The...J. S. Fletcher
Mystery Mind, The
Arthur B. Reeve and John W. Grey
Three Sapphires, The.....W. A. Fraser
White Cipher, The.....Henry Leverage

Titles Previously Published

Anthony Trent, Master Criminal
Wyndham Martyn
Arncliffe Puzzle, The.....Gordon Holmes
Blue Lights.....Arnold Fredericks
Circular Staircase, The.....M. R. Rinehart
Clue in the Air, The.....Isabel Ostrander
Crimson Alibi, The.....Octavus Roy Cohen
Diana of the Moorland.....Louis Tracy
Dream Doctor, The.....Arthur B. Reeve
Escape of Mr. Trimm, The....Irvin S. Cobb
False Faces, The.....Louis Joseph Vance
Film of Fear, The.....Arnold Fredericks
Great Possessions.....David Grayson
Heritage of Cain, The.....Isabel Ostrander
Hollow Needle, The.....Maurice LeBlanc
House of a Thousand Candles, The
Meredith Nicholson
House of Whispers, The...William Johnston
House Round the Corner, The
Gordon Holmes
Island of Intrigue, The.....Isabel Ostrander
Ivory Snuff Box, The....Arnold Fredericks
Late Tenant, The.....Gordon Holmes
Man in Lower Ten..Mary Roberts Rinehart
Master Mystery, The.....Arthur B. Reeve
Million Dollar Mystery.....H. MacGrath
Mysterious Disappearance, A.....G. Holmes
Mystery of Hartley House, The
Clifford S. Raymond
Mystery of the Summer House
H. Hutchinson
Mystery of the Yellow Room, The
Gaston Leroux
Number Seventeen.....Louis Tracy
Perfume of the Lady in Black, The
Gaston Leroux
Poisoned Pen, The.....Arthur B. Reeve
Postmaster's Daughter.....Louis Tracy
Room with the Tassels, The...Carolyn Wells
Secret Witness, The.....George Gibbs
Silent Bullet, The.....Arthur B. Reeve
Suspense.....Isabel Ostrander
Tales of Sherlock Holmes.....A. C. Doyle
Teeth of the Tiger, The....Maurice LeBlanc
Through the Wall.....Cleveland Moffatt
Treasure Train, The.....Arthur B. Reeve
Twenty-six Clues, The.....Isabel Ostrander
Whispering Wires.....Henry Leverage
Winning Clue, The.....James Hay, Jr.

ISN'T IT SO, Mr.—BOOK SALESMAN?

To-day you feel as if you could push the hotel over.
Next Thursday you may not care if it falls on you.
That's the book business.
But there's nothing like a good detective story to freshen up your mind and put you "in tune" again.
To prove it, we'll send you, WITH OUR COMPLIMENTS, a copy of any title in the list.
Mail your choice to us to-day. You'll get the book as fast as Uncle Sam can deliver it to you.

"A BUYER'S LOT IS NOT A HAPPY ONE"

Half the time he's racing for a train before he's able to throw a "Good Bye."
The other half he's training for the race of being able to know a "Good Buy."
We're willing to do our bit to keep his spirits up and his "pep" intact.
Any title in the above series of rattling good mystery yarns will do it.
We'll send to any book buyer with our compliments, the detective story he selects.
Check off the most appealing title now, mail it in to us, and the book will go forward to your home or hotel the day we receive your letter.

GROSSET & DUNLAP, Publishers, 1140 Broadway, New York

"Potterism" is mounting ever higher. The Baker and Taylor Company report it fifth in their list of ten best sellers for the month of January.

A new printing of 10,000 is being put through.

A comprehensive and new newspaper advertising campaign is being started.

You can have complete faith in "Potterism." See that you stand right on *the Big Spring Book,*

Rose Macaulay's "POTTERISM"

FOR MARCH PUBLICATION

MAYFAIR TO MOSCOW

CLARE SHERIDAN'S DIARY

We don't remember in recent years any author getting as much advance publicity as CLARE SHERIDAN. Pages in magazine sections, news-stories, even editorials—and as G. K. Chesterton says "London is talking about two books—Margot Asquith's and Clare Sheridan's.
Buy big and watch our advertising.

$3.00

JAKE

EUNICE TIETJENS

In "Jake" we have Eunice Tietjens the novelist and a book full of life and truth and beauty. You will like and understand "Jake," a product of the Mississippi Valley, a combination of human strength and all too human weaknesses, and the big, pulsating, unforgettable drama, that the book is. Also, the book in one of its aspects is a rare idyll of happy American family life, of richness and completion for man and wife in mutual love and joy in their children. We consider this one of the big books of the Spring and are planning special selling helps for you.

$2.00

THE NOISE OF THE WORLD

ADRIANA SPADONI

Miss Spadoni's first novel, "The Swing of the Pendulum," won for her immediate and widespread recognition as one of the best of contemporary American novelists. "The Noise of the World" is essentially the story of the struggle for adjustment between a wife and her husband, each with rather fine ideals. This is a novel of compelling interest and of high popular value. We count on it to be one of the big spring novels of American authorship.

$2.00

RED FLOWERS

FRANCIS HAFFKINE SNOW

This is a rich romantic novel pulsating with life and energy, with intrigue and adventure. Mr. Snow is an American who lived in Russia for many years and that vast, heterogeneous land of the old Czarist days is the scene of this classic novel. Comparison with Ibanez and Hugo has been general and inevitable by those who have read it.

$2.00

BONI & LIVERIGHT
NEW YORK
MODERN LIBRARY

The Publishers' Weekly
FOUNDED BY F. LEYPOLDT

February 12, 1921

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."
—BACON.

Selling Seasons

IN a volume entitled "The Building of the Book," published not many years ago by the Grafton Press there was a chapter, describing one part of the publishing business, which stated that spring as a publishing season was largely a time when the publishers issued books from which they did not expect a great deal of return, or books that for some reason or other had been held over from the more important fall season. The general assumption of the writer was that which used to exist in the retail bookstores and in the public mind, namely that good publishing meant putting into the fall everything that could be possibly jammed into that season, and only the leftovers or less important things came at other seasons of the year. There has been a very wide and healthy change in this attitude, as any glance at our spring lists of the last few years will indicate.

While it is not likely that the fall season will ever become anything but the most important of book seasons, yet all branches of the book-trade realize that reading is not a seasonal occupation, and that to give books their proper attention, their publication must be scattered equally thru many months. From the point of view of circulation alone, it has very often been the case that books published early in the year have proved to be still best sellers when fall came, as instanced by Zane Grey's "The Man of the Forest" last year, or "Miss Lulu Bett" by Zona Gale, and "This Side of Paradise" by F. Scott Fitzgerald. On the retailer's side, too, a better study of business management has shown the burden that is placed on any retailer whose business is concentrated in a small number of months, and there has been a healthy effort on all sides to find the right way to merchandise thruout the year.

The organized help offered thru the Year Round Bookselling Campaign in supplying seasonal posters to the retailer is a good move in this direction, and with Religious Book Week coming in March there will be another emphasis on the possibilities of spring business. Retailers who have considered May the poorest month will find in the graduation season an interesting opportunity to double good total sales. Others who have found June a time when people spend too little time in the bookshop will find the way to get their share of the wedding present business and will get the contact with customers who are starting on their vacations at the end of the month. Reading is a year round occupation, and selling books ought to take on the same characteristics.

Retail Advertising Now!

THE relation between what the publishers are endeavoring to do to serve the retailer under the Year Round Bookselling Campaign and the effort of last summer at the initiative of the retailers for a national advertising campaign should be carefully kept in mind. The large campaign, which was temporarily put aside on account of the inability to raise so large a fund in the conditions of business as they were, included a retailer's service, a campaign of news publicity and an appropriation for general display space. The latter would have used the largest part of the appropriation. It was to have been backed by a news campaign thru the columns of the papers, and there was also to be a direct service to the retailer in keeping him in touch with the general campaign, with suggestions for his store, posters, etc.

It is this latter feature only that has been picked up and carried on at the expense of between forty and fifty subscribing publishers, and the posters and streamers are going free to each bookseller who will offer to use them. This dealer material deserves to be backed up by the retailer by a good campaign of local advertising. There is business to be had for those who will take it, and in all lines retailers need to reach out and claim the interest of their public. Booksellers have always largely depended on the publicity of the publishers, but at this time and in this season there is every reason for them to make special efforts to reach the book-minded, and those who may become book-minded.

If the last year has shown anything, it has shown that there is a large group of potential

book buyers who have not previously become confirmed in this habit. If they are not confirmed at this time, it would seem quite likely that many seasons may go by before the opportunity is again as good. The suggestion of the All Year Round Bookselling plan that the dealer should reach out with the appeals of "America Month," of "Useful Books for Every Need," of "Religious Book Week," of "Back to Nature Books," of "Books As Gifts" will be many times more effective if the retailer backs the posters and general ideas with the full power of what local publicity he can rally.

Frank Wise Resigns

TORONTO.—Frank Wise, president of the Macmillan Co. of Canada, Limited, ever since the company was organized in 1905, has resigned and will enter another line of business. The announcement has taken the Canadian book-trade completely by surprise, and many expressions of regret are heard that he should be severing his connection with the publishing business. During his sixteen years' sojourn in Canada, Mr. Wise has made a conspicuous success in the publishing field, besides taking a prominent part in other lines of activity. Beginning on January 1, 1906 in small quarters over the Oxford University Press premises on Richmond St. West, with a capital of $20,000, the firm has succeeded in building up an institution, handsomely and commodiously housed in its own building on Bond Street, with assets of a quarter of a million and an annual turnover of nearly half a million. The growth of the business constitutes a record in the history of the Canadian publishing business.

For three years, Mr. Wise acted as chairman of the Publishers' Section of the Toronto Board of Trade. In this connection he has been actively and aggressively interested in the copyright question. To him credit must also be given for inducing the government to enlarge the scope of the recent paper inquiry to take in book as well as newsprint paper. Mr. Wise organized and was active in the management of the Imperial Home Reunion Association, which brought out upwards of 2500 women and children to join their husbands and fathers in Toronto prior to the war. He was also a promoter of the Bureau of Municipal Research and the Citizens' Research League of Canada, while during his chairmanship of the Toronto Branch of the Navy League a drive for funds brought in over half a million dollars. A man with a fine appreciation of literature, he has always demanded a high standard in the publication which he has undertaken.

The Directors of the Company, at a meeting held in Toronto on February 2nd, accepted Mr. Wise's resignation and appointed, as President of the Company, Hugh S. Eayrs, formerly Sales Manager and Secretary, and have also elected Robert Huckvale as Secretary of the company.

Hugh S. Eayrs' appointment to the presidency of the Macmillan Co. of Canada, Limited, has now been made public. He is a young Englishman, who has been engaged in literary and publishing work in Canada for the past nine years. He was on the editorial staff of the *Canadian Courier* for some time and later spent a year or two on the staff of the Maclean Publishing Co. He joined the Macmillan Co. about five years ago as manager of the education department, later becoming sales manager and more recently secretary and business manager. He was the author, in collaboration with T. B. Costain of *The Saturday Evening Post,* of a successful novel and has contributed extensively to Canadian periodicals.

W. A. C.

Advance Listing of Reviews

THE New York *Times* has just inaugurated a special service that will be of real value to the bookseller, as the *Times* Book Review goes very widely to the book buyers, not only in New York, but to all bookselling centers. On Thursday of each week it will print a list of the principal books that are to be reviewed in the issue of the following Sunday. The list as printed last week covered twenty-six titles.

By having this information in advance, the retailer can be prepared to meet the demands that usually follow such reviews, and thus fewer people will be disappointed when they look around for the books on Monday morning. This is the *Times'* answer to the question of retailers as to how they can know in advance what demands will be created by the Sunday paper.

There may be a suggestion in this for other papers whose book pages exert strong influence. The retail store is the place where the pulling power of an illuminating review is felt, and by whetting the interests of the public in coming reviews and at the same time informing the dealer of the publicity that is on the way, better book distribution might easily be effected.

Fighting 44-hour Week

A CONFERENCE was held in St. Louis on February 3rd of book and job printers from thruout the Middle West. Resolutions were adopted, pledging the employers "unalterably and unequivocally to reject the demands for a forty-four-hour week at any time" and to refuse to make any contracts on less than a forty-eight-hour basis. The conference was attended by 166 delegates representing 1077 shops.

Progressive Bookselling

Guaranteed Bookselling—One Shop and Its Methods

By Holland Hudson

ALL of a mile from Gotham's main arteries of traffic Jefferson Market Court rears sturdily aloft a row of authentic chimney-pots, like a remembered glimpse of some old-world city. Just across the street from it at Four Christopher Street stands Frank Shay's book-shop and from its doorway you may inspect the bristling gargoyles and bucolic flora with which this venerable temple of justice is encrusted. No doubt it is the archaic charm of that part of Manhattan lying immediately west and south of Washington Square which has attracted and held the amazing number of solid and successful authors, musicians, painters, and even business men who have made their homes there.

Once rents were cheap in Greenwich Village, but nothing is cheap any more—not even there. Accordingly Frank Shay's book-shop is housed in small quarters. It is, in fact a single room, which was once upon a time the sitting-room of O'Connor's Cafe where John Masefield was employed as a waiter and into which he bore many a glass of——, what was it they drank in those days?

Frank Shay declares that his shop is big enough for the books his customers want and himself, "This is a book stall; not a store," he says, and we suspect him of punning. However, the shop, or stall, as he prefers, is most compactly arranged. Wall shelves cover three sides as high as F. S. can reach; and a door, show-window and small book-case, take up the fourth. The center of the room contains an article we have never seen outside department stores (where aisle space is at a premium), altho it seems designed especially for the small book-shop—a patented table which displays several hundred titles in such a way that each jacket is entirely and enticingly visible. The shop is not cluttered up with terribly artistic furniture and fire-irons and pottery and lampshades and futuristic sculptures; it is simply arranged to display and sell books. True, the walls bear a few paintings, originals in oil, principally, and a batik (by Pieter Meijer himself) but these, tho they may be for sale, seem to be entirely by way of decoration; they do not elbow your attention nor your embonpoint while you are considering books.

And who are his customers? Incredible as it may seem more than half of them are authors. As we intimated in our opening paragraph Greenwich Village authors are not all unpublished, and the shop also draws upon authors from uptown, and in fact, from all over the country, such men as Lewis Beach, William Rose Benét, James Branch Cabell, George Cronyn, Floyd Dell, Theodore Dreiser, Waldo Frank, Susan Glaspell, Harry Kemp, William Haynes, Sam Hume, Inez Haynes Irwin, Sinclair Lewis, William McFee, Edna St. Vincent Millay, Phillip Moeller, Christopher Morley, Eugene O'Neill, E. L. Pearson, the Brothers Powys, Tod Robbins, Gardner Teall, Henrik Willem Van Loon, Mary Heaton Vorse, and so on. And, as for well-known artists and illustrators,— but this isn't to be a Who's Who.

Such customers know quite positively what they want. The sales problem with this particular clientele is to have on hand in advance

SINCLAIR LEWIS, AUTHOR OF "MAIN STREET," AT FRANK SHAY'S, DRAWN BY HENRIK VAN LOON, AUTHOR OF "ANCIENT MAN"

the books it will call for, which means keeping well-posted on what the publishers are bringing out and how much of their product is good enough to interest the most discriminating consumers in the country. Your novelist will not buy a pot-boiler nor go without a really sound and well-written novel and the same is true of poets and poetry, playwrights and plays, critics and criticism.

Of the customers who are not writers some also have their minds set on their desires in

advance of their coming. Woe to the bookseller who, when Heywood Broun (for example) says a book is thus and so, has not that book upon his table. Woe to him, for such a customer goes the rounds of the shops until he finds a bookseller who also reads Heywood Broun. This means keeping up with the critics as well as the publishers. (Frank Shay used to cut out the more entertaining reviews and display them in his window, but the authors used to stop and read them in such numbers as to block the shop's doorway and thus prevent each other from entering the shop).

Finally, there is the more usual customer who doesn't know what she wants. (Quite as often, it's he too, but the he's are not so honest about it). Such customers are at the joint mercy of publisher and bookseller. The publishers, mediæval merchants that they are, frequently bait the jackets with superlatives like honey in a fly-trap. We all know the "blurb" writer who with or without asterisks changes a vigorous panning into a crisp recommendation. But most book-buyers have been gulled at least once by this method and are wary. The bookseller thus becomes a necessary part of a sale. How shall we go about it?

Roger Miffin laid down a rule some years ago, which runs "no clerks shall babble in your ear," in which there is much wisdom. No clerk, nor bookseller either, can tell from the cut of a man's jib whether he prefers Harold Bell Wright or H. G. Wells, or both, or neither, and no method of affront is so effective as to mistake a man's taste.

Yet, indubitably, some books are of such quality that they are likely to satisfy 99 customers in a hundred. How is the bookseller to convey this to the customer?

Frank Shay studied this problem for some time. He observed that when you buy almost any article of advertised merchandise other than books the makers stand squarely behind their goods. Indeed, in wicked New York, the better class of men's clothing stores will give you another garment or your money back if you are dissatisfied for any reason whatever, and they ask no questions. The proof of any such pudding is in the eating, and certain stores have pursued this policy with satisfaction and profit for some ten years or more.

Mr. Shay asked "Why not do the same with books—why not guarantee satisfaction?" He discussed the question with publishers and booksellers who assured him that certain charlatans would use his shop as a library, and with some customers, who lauded the suggestion, but with a knowing smile. Others, myself included, objected, saying, "But the satisfaction of each of your customers with his purchase is so utterly a matter of taste—what books dare you guarantee?" and more questions to the same effect.

Stubbornly, Mr. Shay, posted in his shop a list of books which he guaranteed and offered to exchange, should they prove unsatisfactory. His customers, however, continued to look helplessly at the books and ignore the comparatively inaccessible list.

Persisting in his idea, Mr. Shay placed around each guaranteed book a runner, such as those used by certain publishers to add some forgotten statement, a band of vivid green bearing the words:

Frank Shay recommends this book.

It is sold with the guarantee that if it does not measure up to our statements, we will exchange it for another book, or refund the purchase price.

The most curious fact about this inscription is that Mr. Shay means no less than what he says. He recommends no book on its publisher's sayso, but because he believes there is something in it worth taking home. The first titles he selected for guarantee Mr. Shay described as "certain books of yesterday which we had read and re-read and grown to like." They were:

Lawrence. Sons and Lovers.
Stephens. The Crock of Gold; Here are Ladies.
Burke. Limehouse Nights.
Morley. Parnassus on Wheels; Haunted Bookshop; Shandygaff.
Conrad. The Rescue; and six other titles.
Anderson. Winesburg, Ohio.
Moore. Memoirs of My Dead Life.
McFee. Aliens; Casuals of the Sea.
Clark. Clipper Ship Era.

Without waiting to test results he added these new books as they arrived:

Lewis. Main Street.
Wharton. Age of Innocence.
Gale. Miss Lulu Bett.
Macauley. Potterism.
Dell. Moon-Calf.
Anderson. Poor White.
Van Loon. Ancient Man.
Hamsum. Hunger.
Cather. Youth and the Bright Medusa.
McFee. Captain Macedoine's Daughter.
Morley. Pipefuls; Hide and Seek.
Benét. Moons of Grandeur.
Duganne. Prologue.

We don't even pause to comment on the

FRANK SHAY RECOMMENDS THIS BOOK
It is sold with the guarantee that if it does not measure up to our statements we will exchange it for another book or refund the purchase price.

selection of these guaranteed titles; we will come directly to results. After three months trial only six books have been returned. Now compare the returns with the total copies sold in the same period.

Returned	Title	Sold
2	Miss Lulu Bett	64
1	Sons and Lovers	36
1	The Rescue	32
1	Main Street	237
1	Potterism	29

What became of the six copies returned? They were sold again and stayed sold. Unfortunately, Mr. Shay has not tabulated the calls of customers who have formed the habit of dropping into his shop since this policy was inaugurated, and perhaps as a result of it, but he avers that many transient customers have become "regulars" and more books have been sold.

Some new acquaintances have informed me solemnly that they will buy their books nowhere else, henceforth, for, they say, instead of being urged to buy titles on which the bookseller has received special discounts, or on which he has speculated and got "stuck," they are now able to take home a volume each week whose quality the bookseller guarantees and which they can exchange if they don't like.

As Mr. Shay's almost incredible figures demonstrate the plan has *not* resulted in making his shop a circulating library. Only one customer has abused the return privilege. He has been called to account, and threatened with the withdrawal of his privilege. Yet he persists in buying his books at the same place, and Mr. Shay wonders whether he made a mistake.

One other observation from the point of view of the public of which I am one. Here in New York there are many of us who prefer little shops especially book-shops, because they do not overwhelm us with sheer quantity of merchandise, which, as to books, is altogether too likely to consist principally of rubbish. However, in many small book-shops we escape one kind of rubbish only to be affronted with another. We escape flapper fiction, and vellum editions of the Hoosier poet only to encounter propaganda for one queer cult after another—for anarchism, Bolshevism, Cubism, Egoism, Dada-ism, Ferrerism, and so thru the alphabet, not only books but circulars and pamphlets, posters and tickets for endless round of benefits and dances. These great causes are very entertaining in their proper places, which are studios and halls, more particularly halls. However, I find something refreshing in a little book-shop like Frank Shay's where the Great Cause is simply selling books.

Distribution Problems

IN an interesting chapter on "Distribution Problems," J. George Frederick in "Business Research and Statistics" says:—"In all likelihood business men themselves will ultimately solve the distribution problems, if they will more generally make use of the research tools which alone can equip them with the facts anent the puzzling situation. Already the principle upon which the solution will likely hinge is emerging.

"Automatic selling is the keynote of distributive efficiency, and will work wonders when the way is cleared so that it has an opportunity to function. Automatic selling is an arbitrary term representing the ideal of all salesmanagement, whether for a staple or a specialty, and it is the goal to strive for in building and distributive organization. By 'Automatic Selling' is meant continuous repeat orders coming on because of ideas of quality or service engendered in consumers and aggressive selling help from retailers and jobbers. There are hundreds of firms making good articles which could be sold in large quantities at a fair profit if their executives had ability to build a larger distributing organization and knew how to keep up an even sales development which brought a steady stream of repeat orders.

"Quantity selling is the greatest modern profit policy and quantity selling is only possible when backed by a system, a machine, an organization of distribution. One box of cartridges sold each week in one store seems an infinitesimal amount of business, but when there are 80,000 stores each selling for you at least that amount, as have several of the large ammunition manufacturers, large aggregate sales become possible. The same is true of Ingersoll watches. The little profit on a dollar watch is not much; but multiplied by the 70,000 or more stores that are selling, the profit on the volume of business is large.

"As a matter of fact the 'key log in the jam' of most manufacturing concerns' failure to reach greater size is the inability to get beyond a certain localized or limited distribution. All other problems may be well solved by such concerns but in the development and maintenance of a broad net of distributors pushing their goods they frankly confess a large or small measure of defeat. They admit the problem is to some extent beyond their powers. Their distribution organization is exasperatingly spotty—sales are good in one territory this year and poor the next; at no one time is there anything like a uniform or even flow of orders. The distribution machine creaks and spurts spasmodically. It needs the attention of expert counsel and research on distribution. There is no reason why any good article should not approach the ideal of an automatic demand—not of course as automatic as a staple product, if it is a specialty, but still a really automatic demand which has something like an even flow because it is stimulated wisely and correctly.

"The specific factors in successful distribution may be said to be about as follows:—

1. A maximum number of live selling units (retailers or canvassers).
2. A rigidly uniform and fair method of dealing.
3. A smooth-running channel of middlemen, if necessary (jobbers, selling agents, commission houses or local branches).
4. A steady "pull" or "demand" from the consumer, arising from advertising direct to consumers.
5. A steady "push" toward the live selling units—to keep them supplied with enthusiasm, new ideas, assistance and conviction, accomplished thru salesmen, trade paper advertising, house organs, letters, etc.
6. A system or campaign plan to extend the reach of the distributive organization, in the shape of specially designed advertising, special crews, "missionary salesmen," etc.
7. An efficient routine-organization to handle all matters without friction or complaint or loss.

"The nature of these elements readily explains why there is so frequent failure to attain them. They are very complicated and very difficult factors to master, each and every one of them. It is foolhardy for any but a mind trained to handle such factors to expect success. They show on their face the degree of generalship and organizing ability required, to say nothing of the men, money and careful examination of facts necessary to success."

The King of Them All

"ONE we have mentioned several times before, who knows what he is talking about, writes to us from London," says Christopher Morley in "The Bowling Green" in the New York *Evening Post*. We hope he won't mind our quoting a portion of his letter, which was not intended for print:

'I've been reading again a writer I've never heard an American mention. Not once. I cannot recall that I've ever seen him referred to in a book on American letters. (You'll be surprised, perhaps alarmed, to hear that Concord, Mass., is a place of such august memories to me that perhaps it is best I should never visit it.) But this writer—an American all right—puts it across *all* the sea writers I know. For that sort of work your side of the water not only holds the belt, but is going to keep the championship. The title *cannot* be contested. You have held the championship since 1851. Conrad, Masefield, Marryat—not on your life! They're not in it. I regret to have to say it, but there it is. This very sea book (which I have not named to you) was, in my presence this week, admitted by Arnold Bennett, Augustine Birrell, Massingham, John Middleton Murry, and Swinnerton, to be tne—well, to be IT. There ain't nothing like it. There never will be again. What book is that? My stars, I'd belt some of you Americans over your really tremendous classic when you bring forward the English sea writers.

'The way America has taken to Conrad, considers Masefield a classic, and has even bought up an edition of "Old Junk," and another of "The Sea and the Jungle," makes writers on this side very grateful. But "MOBY DICK" . . . ah, the secret is out! Thats the Immense book of the sea.'

H. TOMLINSON.

"But it does seem a little odd to us that Mr. Tomlinson has never seen 'Moby Dick' mentioned in American journalism" continues Mr. Morley. Melville, like Dana, has so long been accepted as a classic over here that he is more or less taken as a matter of course (as a matter of college course too often, we fear) and too little mentioned. Yet we have never seen a year go by without a little Melville racket cropping up somewhere. In 1919, the year of his centennial, there was a big Melville hullabaloo over here. 'Moby Dick' has lately been reissued in England (by the Oxford University Press, in its admirable *World's Classic* series), which has brought it to the eye of English reviewers. (It went into the blessed company of *Everyman's Library* in 1907). We must confess, for our own part, that we never read it until 1919, when the Melville centennial came along. But all that Mr. Tomlinson says is true. No man of sense needs to read sixty pages of 'Moby Dick' to know it is one of the world's great books. Its fertile mysticism, its extraordinary humor and melancholy ('All noble things are touched with that'), betray an author 'with a globular brain and a ponderous heart.'

"The only reason we can give for Mr. Tomlinson's not having seen Melville praised in American print—and we would like to give it as politely and deferentially as possible—is, quite simply, that, like most English journalists, he probably does not read the American prints nearly as thoroly as we do the British. Now, let us be honest. When we get back to the office we will send him an accurate list of the British journals which are subscribed to by the *Evening Post*. Will he, in turn, tell us how many American papers and magazines are taken in the office (his own) of the London *Nation?* We have always been amazed at the complete agnosticism of many British editors as to what is going on over here in a literary way. The favorite preoccupation of most intelligent American editors is more mutualism among the English-speaking peoples. In reply to which we are greeted by that recent novennial quaintness from Mr. Punch. Mr. Tomlinson, for whom we have such affectionate regard, will not misunderstand our gentle plea. We speak for the good of the house."

Department Store Sales and Stocks

WHAT has been happening in the field of retail merchandising during the last year is very interestingly and plainly indicated by a table that has just been issued by the Federal Reserve District of the New York area. The conditions have been similar in other areas, and a study of the figures will show how sales have been tending and how the retailer is obliged to face the question of too heavy stock.

The table shows that in January of 1920 retail sales were over fifty per cent above the previous year. This was quite largely due, of course, to higher average prices of goods which would have made sales totals higher by a considerable percentage, even if only the same amount of goods were sold. As soon as summer passed the lowering of sales is quite apparent, and in September the total sales were about equal to those of 1919.

The amount of stock that the dealers were carrying to handle this business showed the same marked increase, and when sales fell off in April the dealers could not get the stocks down as rapidly as was necessary. This was the reason for the radical decrease in buying by July, which was felt by every producer. This radical reduction in buying did, however, produce the healthy result that in December stocks were lower than the year before.

This cutting down of stocks to meet the emergencies is even more clearly shown in the third tabulation which shows the relation of stocks-on-hand in each month to that of the preceding month, the radical decrease in December being a natural one which comes from Christmas selling. The fourth tabulation, showing the relation of the stock to the sales, gives a very interesting sidelight on the number of stock turns per year that department stores can average. It will be seen that stock is usually about four times the amount of the monthly sale, i. e., it takes four months to sell out a stock on hand at any one time, or three turnovers in a year. This is an average turn that ought to be easily equalled by any good bookseller and is exceeded by many.

Business of Department Stores in the Federal Reserve District of New York, 1920

Comparisons	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Percentage of increase of net sales each month over net sales for corresponding month in 1919	54.6	29.9	64.3	15.8	35.4	28.4	24.4	15.9	3.6	6.2	11.6	—1.6
Percentage of increase in stocks at close of each month over stocks at close of corresponding month in 1919	44.0	49.6	68.6	53.6	49.1	43.2	39.5	29.3	18.7	16.7	4.6	—4.5
Percentage of increase in stocks at close of each month over stocks at close of preceding month ...	11.9	8.4	25.8	—0.4	—5.0	—6.1	—0.5	6 8	6.9	0.5	—5.6	—21.1
Percentage of stocks at close of each month to monthly net sales	336.9	405.6	383.4	402.0	399.4	369.9	440.1	496.7	573.9	466.9	452.3	358.0
Percentage of outstanding orders at close of each month to total purchases during 1919	22.8	22.9	19.0	18.2	13.4	17.2	17.4	15.9	13.6	8.1	5.5	4.3

Adventures of a Bookseller

By Ketch

IT is a popular delusion with the Outside World, that the closing of the Bookstore at five-thirty, marks the cessation of all activities within. Nothing could be further from the truth, for almost every evening finds some one of the force still at work. Such things as price-marking, arrangement of stock, store displays and window trimming generally hold someone at the store for the evening, so that barely a night goes by, but the night-watchman has company.

Associated with Mr. Ondeck in the matter of window trimming was Mr. Detail, who, during the day, attended to all the small matters passed to him from Mr. Bigboss, the Manager; and the two men were rapidly becoming expert in the matter of putting in a window that would catch the eye of the passerby. Mr. Detail had a genius for arrangement, and Mr. Ondeck was quick at ideas, so between them they were generally able to get good results.

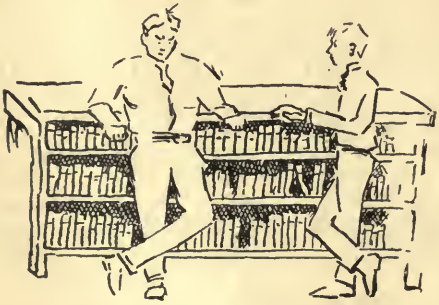
But on this particular Friday night they were up against it. For, by a cancelation of previous plans, the book to be featured was "Huckleberry Finn," and no chance had been given them to prepare for it carefully, as was their habit.

"We have a hundred books and two pictures that will do for wall space," said Mr. Detail.

"But no 'idea,'" said Mr. Ondeck.

"Not yet."

"It wouldn't do just to put in the pictures and books," said Mr. Ondeck. "We ought to have an idea, don't you think?"



"WE OUGHT TO HAVE AN IDEA"

"Oh sure."

They stood for some time lost in thought.

"Ever read it?" enquired Ondeck.

"Years ago," answered Detail. "*Some* book! Remember how old Huck used to go around and pick up everything he found—nails, wire, screws, glass, anything he happened to see." He laughed as he recalled it. "I bet the things in his pocket would make a horse laugh!"

Mr. Ondeck started.

"The things in his pocket!" he exclaimed. "Hooray! Much obliged Detail. You've solved the problem."

A few minutes later they climbed into Mr. Ondeck's flivver, and soon were out at his home, gathering together an assortment of small objects which ranged from hairpins to a rabbit's leg. They returned to the store, and in less than an hour, the pictures were on the wall and the books arranged neatly in display. Then they set a pedestal near the front of the window, on which was spread the miscellaneous assortment of small objects, and a card was placed before it bearing this legend,

EXHIBITION OF THE CONTENTS
OF ONE OF
HUCKLEBERRY FINN'S POCKETS.

Considerably elated, they put on their hats, and passed out onto the street where they stopped to view the result of their labors. As they stood there looking at the pile of junk on that pedestal, Detail began to laugh.

"What's that safety razor blade doing there?" he asked. "Did they have safety razors in Huck's day?"

"Lord no!" exclaimed Ondeck. "What a boner! I'll get it out."

"Wait a minute," said Detail. "Let's leave it in and see how many people notice it!"

So it was agreed, and they went home to a well earned rest.

During the course of the following day they were corrected twenty-seven times, and at each correction Mr. Ondeck would say the same thing.

"How stupid of me! Thanks. I'll take it right out."

By the afternoon on Monday the number of corrections had mounted to thirty-nine, and eighteen books had been sold. Then, along toward evening Mr. Bigboss called Mr. Ondeck to his desk and said,

"That's a clever window, Ondeck. But tell me"—with a smile—"Did they have safety razors in Huck Finn's day?"

And Ondeck said sheepishly,

"How stupid of me! Thanks. I'll take it right out."

Then he fled down to Mr. Detail to report number forty.

Booksellers' League

THE members of the Booksellers' League extend a very cordial invitation to the members of the Women's National Book Association to attend its dinner and dance to be given at the Hotel Brevoort on February 16th at 7 p. m. sharp. Tickets may be obtained of Theodore Schulte, 80 Fourth Ave. and are $3 each.

Where Are Bookstores Needed?

From a Canvass of Traveling Men

A YEAR ago a questionnaire was sent to a score of traveling salesmen, asking them for their suggestions as to where bookstores might well be established. The list then published was many times commented on in the succeeding months, and a similar list is now presented as the result of a new canvass. On the list a year ago, Toledo was the name that got first mention, and this has been now eliminated, presumably by the coming of a new Doubleday department at LaSalle and Koch. DesMoines was then third on the list, but the situation has been improved there by the establishment of the Riker Bookstore. The situation in Syracuse has been improved by having Louis A. Keating take charge of the W. Y. Foote Store, which Womrath, Inc., bought out. Many of the other places that were prominently mentioned last year are still inadequately served in the opinion of those who send replies to this canvass.

The cities are not grouped in any one section of the country, but show wide scattering, and those who contemplate starting in the book business may find in this canvass a suggestion as to the place best suited for the business. There can be no doubt that the important problem before the book-trade today is that of distribution, and the establishment of bookstores is the chief requisite of more distribution.

The inquiry was not extended to cities of the first magnitude, as it is obvious that in the larger cities a canvass would have to be made on more special lines, as there might be room for a bookstore of a certain type in some given locality, but another type of store might not be needed at all. This specific information could not be given in this report.

The cities where bookstores are needed, according to this canvass, are:

Birmingham, Alabama.
Erie, Pennsylvania.
Binghamton, New York.
Newark, New Jersey.
Fort Worth, Texas.
San Diego, California.
Minneapolis, Minnesota.
San Antonio, Texas.
Tulsa, Oklahoma.
Duluth, Minnesota.
Mobile, Alabama.
Youngstown, Ohio.
Harrisburgh, Pennsylvania.
Quincy, Illinois.
Atlantic City, New Jersey.
Troy, New York.
Worcester, Massachusetts.
Racine, Wisconsin.
Richmond, Virginia.
Des Moines, Iowa.
Waterloo, Iowa.
Columbus, Ohio.
Fort Wayne, Indiana.
Memphis, Tennessee.
Sioux City, Iowa.

Modern Business

R. J. Walsh, in a review of four business books in the February 9 number of *The Nation*, quotes from the "Literature of Business," an anthology selected by Alta Gwinn Saunders and Herbert Le Gourd Creek (Harper), some interesting passages on business ideals to which he adds almost equally interesting comment:

"John Ruskin set up in the *Cornhill Magazine* a new ideal of business. 'The public,' he wrote, 'will have to discover a kind of commerce which is not exclusively selfish. . . . The merchant's (and the manufacturer's) function is to provide for the nation. It is no more his function to get profit for himself out of that function that it is a clergyman's function to get his stipend. . . . It becomes his duty, not only to be always considering how to produce what he sells in the purest and cheapest forms, but how to make the various employments involved in the production, or transference of it, most beneficial to the men employed.'

"How have we progressed in two generations toward this ideal? That American business had been gradually evolving into a profession, was the conclusion of Glenn Frank in an able paper on Anonymous Liberalism in the *Century Magazine* for April, 1919. He was convinced that 'business men have come to believe that a business man's most important opportunity to serve society comes not after he has made his money, in giving it away, but rather while he is making money, in the way he makes it. . . . The gap between the ideals of the profession and the ideals of business is rapidly narrowing.' Business to-day calls for an intellectual preparation, distinct from the mere skill learned by experience. Justice Brandeis in an address in 1912 pointed out that the field of knowledge required by business has been greatly widened by the application to industry of chemical, mechanical, and electrical science, by the science of management, by the increasing need of adjusting the relations of labor to capital, by the intertwining of social with industrial problems, by the increase of government regulation, and by the size and territorial expansion of business it-

self. 'Few, if any, of the recognized professions,' said Mr. Frank, 'makes as sweeping challenge to the intellectual ability and acquirements of a man as does modern business. . . . Forward-looking business men see that business, in addition to the making of profit, and indeed, in order to make profit permanently, should contribute toward the realization of three large ends in American life: namely (1) greater efficiency in the production of wealth, (2) greater justice in the distribution of wealth, and (3) greater wisdom in the consumption of wealth.'

"Critics of business may doubt with some reason whether the number of business men who hold these ideals is large. There can be little question, however, that they will prevail in the new generation of business men now forming. For we are at last schooling business men as we have for many years schooled professional men. The leaders of commerce and industry tomorrow will be the graduates of colleges and schools in which they have been taught to know and meet their responsibilities not only to their business, but also to the public.

"One of the most refreshing pages in "The Literature of Business" is that on which Frank A. Vanderlip so far defies tradition as to say: 'With the limitless wealth of resources which we have had in America, the successful conduct of a business enterprise has been a comparatively easy matter. Nothing short of egregious error has been likely to lead to failure. . . . We are easily inclined to believe that we have the best business men in the world. I am disposed to agree with that view. But one should not lose sight of the fact that the lavishness of opportunity has brought commercial success to many who have come into the field ill prepared and with small ability.'

"Business success is not going to be so easy in future. That the American business man is the best in the world is at least questioned by those who have seen him under fire in foreign markets. Even on the home grounds, in the present period of depression, he has little reason to be proud either of his courage or his resourcefulness. When the hail of cancellations fell in September, most business men cried for the game to be called on account of wet grounds, and ran for shelter. The great majority of our 'leading business men' are actually not leaders, but followers. They take their opinions from those of a few—a very few—actual leaders. They are ardent readers of 'interviews' and listeners to after-dinner speeches. They are addicted to trade journals and commercial bulletins. They make snap judgments on hearsay and insufficient evidence. They urgently need to learn how to gather facts and form opinions of their own."

English Book-Trade News

(From Our London Correspondent)

PRICES are falling. What a red letter day it is to be able to write this at last! They are not coming down so rapidly as in America, but the definite fact remains that they *are* making haste down the hill, and, as is the case always, the momentum increases as the bottom is reached. And sometimes, there is a nasty horrid crash. To-day, we learn from the newspapers that the egg, for which good English citizens, and bad, have been weekly paying sixpence and sevenpence for some time, may shortly be purchased for twopence. Now, if those things which make for comfort inside and out of mere man are getting reluctantly relieved of their heavy weights, it is surely to be expected that the cost of book materials will change for the better, too. There are those—of course, who say that the slump that is coming is going to affect adversely the selling of books. To some extent perhaps this will be so. But, and mark it well, as books have never, excepting probably in a few isolated cases, gone up to anything like a hundred per cent more than pre-war figures, bookselling is not going to suffer so much as other things. Besides, you can't refuse to buy everything. And it is reasonable and practical psychology to conclude that if people buy fewer clothes, or candies, with the definite unorganized concerted plan of *forcing* prices down, they will not be so ruthless and drastic in the direction of books. Naturally, it is wise to be more or less prepared for such a slump, but there are not too many signs that such a slump is coming our way. Booksellers, in both the great English-speaking countries are not abnormally apprehensive, and speak of a "fair to fine" holiday season. It is undoubtedly a fact, wherever one goes, abroad or at home, books are more popular than they have ever been before, and there is a great hope in all our hearts that the interest is not the reaction of a passing, clever piece of boosting, but is the lasting definite result of good sound strategy in making the book better known, better understood, among those, who have forgotten what a book is, and have drunk themselves dry on short stories and snipperty articles. Books have always been too cheap. There will be many objectors to this. But it *is* a fact. Why cheapen a thing that is dear—precious—golden in its enormous value to the individual and the state? Don't we rather scorn *too* cheap a thing? And surely intellect is and always has been quoted very low on the stock exchanges of commerce. Who bothers much about ten or twenty dollars for an evening's enjoyment somewhere? But who is going to pay $2.50 for a novel, or $5.00 for a

great biography without a kick? Why, the good citizen will raise his eyes in ghastly surprise. "Five dollars for a book! You must be mad." We are, indeed, an unbalanced crowd of humans. There is (and the man who thinks we are profiteers may take heart) a fair possibility that the cost of those several articles necessary for the making of a book will break satisfactorily in a while; in fact, the dam is already cracking, but it will take a good many cracks, and wide ones too, before the waters will rush out and overwhelm us. In England, feather-weight paper, which is used so much in novels, and which cost about five cents a pound in those halcyon pre-war days, and which was up to twenty-eight and more cents a pound at a certain period in the war, has dropped to sixteen cents a pound, and will probably continue to come down a cent or so a pound during the coming months. Likewise binding. Revised costs are being submitted, owing to the slackening of the prices of cloth. *But even so, there can be no appreciable reduction in the published prices of books, until the cost of labor is lowered.* Yet there is even hope for this, but we fear it will be some time before it happens. Printers and binders are receiving very high rates of remuneration, as labor figures to so large an extent in book-making (and we are not forgetting paper) we cannot see how publishers are going to be able to lower their prices. Of course, both in England and America, the payment to all those having to do with the mechanical production of a book has been advanced tremendously and continuously since August, 1914, and the workers claim that these advances have been based upon the jumping-up prices of all those essentials for the maintaining of life at a decent level. Therefore, as the cost of these essentials of life is lowered, it is not unreasonable to contend that wages should come down in proportion. There's the rub. Perhaps the minimum will not be that of pre-war standards, but if literature is going to live, and if the man who prints and binds is far seeing enough (as he undoubtedly is) not to cut off his nose to spite his face, he will go into conference with the employer, so that an agreed basis of future operation may be arrived at. It is the only way to avoid an impossible situation in the future—the near future, too. If master to man say to each other in so many words, "To hell with you," the selling, and therefore the production of books, is going to be seriously handicapped; but if these two gentlemen will, and at the same time, or in the words of the attorney, severally together say, "Come, let us reason together," the prices of books to the public will be kept at a reasonable level. Result: more will be produced—the country *must* have books, in spite of what some people say;—more will be sold; publishers and booksellers will get a fair profit, and the printer and binder a reasonable return for his labor—and *a continued return.* Production will get a great fillip, and American literature itself will get the encouragement which it so richly deserves.

The one solid, economic fact remains. There can be no pulling in two opposite ways. In the happy, simple phraseology of the world, there has got to be give and take. We call it compromise. The old system of autocratic government by the state is a back number, and it seems to us that Lincoln's great interpretation of good government can be easily applied to all trade disputes today, including that of book-making. There is no need for pessimism. Pessimists are a break and a pretty bad one upon all well and efficiently conducted businesses. The men we want are those who "hope for the best, prepare for the worst and take what God sends them." We have been passing thru some bad patches of fog. There is a long way to go yet before we reach the lights that we begin to see in the distance; but with good courage, high determination and wise judgment we see no reason why all of us should not have better times. But we have got to gird up our loins and get very busy.

The best selling books in England just now are:

FICTION

A Case in Camera by Oliver Onions.
The Elephant God by Gordon Casserley.
Bliss and Other Stories by Katherine Mansfield.
The Lost Girl by D. H. Lawrence.
Harriet and the Piper by Kathleen Norris.
Too Old For Dolls by Anthony M. Ludovici.

NON-FICTION

And Even Now by Max Beerbohm.
Russia in the Shadows by H. G. Wells.
A Playgoer's Memories by H. G. Hibbert.
Essays on Books by A. Clinton-Brock.
Life and Letters by J. C. Squire.
Aspects of Literature by J. Middleton Murry.

Speakers Announced.

THE speakers for the dinner of the Women's National Book Association on March 3rd at the Hotel Brevoort, have been announced. There will be ample opportunity to study at close range three successful authors, two of whom have plays which are being presented to capacity houses at this moment on Broadway: Kate L. McLaurin, author of "When We Are Young," which is at the Majestic Theater; Zona Gale, whose "Miss Lulu Bett" has been a phenomenal "hit" of the season; Alexander Black, author of "The Seventh Angels" which the Harpers will soon publish, who needs no introduction to booksellers, as his name has appeared frequently among the "best sellers" during the last ten years. The subjects of these talks have not been decided upon, but it is hoped that they will talk "shop," especially the playrights, who have interesting stories to tell.

An Uncorrected Galley

HOW THEY DO IT

The Deep Sea Novelist

A barnacle and binnacle
Are all the same to me,
And yet, I hold the pinnacle
For yarns about the sea.
I spin 'em just as breezy
As any old sea dog,
And do it just as easy
As *reeling* off a log.

KEITH PRESTON

ZANE AND ZONA; OR, THE QUEST OF THE GRAIL

Now that I am no longer young,
Some names just simply twist my tongue.
For instance, isn't it hard to say
Right off: *Zane Gale and Zona Gray?*
There! See how easy 'tis to fail.
I meant: *Zone Gray and Zana Gale.*
No! no! Of course!—Why, d'you suppose,
Do I mix up those a's and o's?
It's easy, once the trick is known,
Just say: *Zole Grane and Zala Grone.*
Oh, hang it! I'll not try again.
Off with *Gay Zone and Zola Glane!*

W. M. G.
New York Evening Post.

LITERARY CRITIQUES

I

We are of the witness rabble
Who cannot rave about James Branch Cabbell.

II

I think the stuff of Old Ed Howe
Used to be better than it is now.

III

Some one should start an avalanche
Of praise for Anna Hempstead Branch.

—F. P. A. "Conning Tower," New York *Tribune.*

ARIEL EDITION, RED LEATHER?

The Seattle police found a copy of "The Rubaiyat of Omar Khayyám" on the person of William Antonno and clapped him into jail "for examination on suspicion of being a radical."

—New York *Evening Post.*

PARADOX LOST

In reply to a question as to the psychological significance of the use of paradox in his books G. K. C. gravely declared "I never use paradox. The statements I make are the wearisome and obvious common sense. I have even been driven to the tedium of reading thru my own books, and have been unable to find any paradox. In fact, the thing is quite tragic, and some day I shall hope to write an epic called 'Paradox Lost.'"

Finding the New Outlets.

More Books in More Places

THE emphasis today in publishing circles is on new outlets. It is felt that new areas of readers exist, and that to find them books must be displayed in new places, so that the impulse to buy a book and the chance to buy a book will come nearer together.

This development is proceeding in two directions; the interest in the establishment of bookstores in new localities not now well served and, in the study of established outlets for other kinds of merchandise, to find stores which might find books a merchandise well suited to their interest and needs. The established bookstore will gain rather than lose by a wider exhibition of books in more places and in a wider variety of stores.

There is probably not a traveler that has left for his territory this year that has not been instructed to keep a wide open eye for new chances for book outlets. It is to be hoped that the spring season may find many of these established, so that by the time of the chief buying season next summer there will be found many increased accounts.

Twenty-five years ago, book distribution was largely accomplished by the general bookstores, the stores that combined books and stationery, the religious bookstores and the rare and second-hand dealers. At about that time began the wide increase of books in department stores until now this outlet has become probably half of the total of retailing. There have also been added new stores with special interest, children's bookshops, radical bookshops, personal or intimate bookshops, and some department stores have taken children's books on as a specialty yet were not ready to go into the whole line of bookselling. There has seemed to be no limit to the number of small bookshops that could be started in this country without overlapping each other's territory, and these in turn would develop into the large bookstores of the future.

The large plans for a chain system of bookstores that were talked about last year has not materialized, but the Womrath Stores of New York have branched out steadily until there are now well over thirty in the group. This idea of a chain of stores might well be taken up by some large and well established store which could put out men into cities nearby, and thus build up a substantial and solid business within a good trading area. Grant's Bookshop of Utica has developed branches of this type which are making its outlet one of the best in New York State.

A very complete mailing list for a publisher to-day would be two thousand names, perhaps not more than half that number, with a good year-round outlet. There ought to be double that amount, and there is no one better able to preach the gospel of more bookstores than the travelers, who are starting out for their 1921 business.

In The Field of the Retailer

AN ORIGINAL WINDOW DISPLAY, ARRANGED FOR THE W. K. STEWART CO. OF INDIANAPOLIS, BY W. B. KETCHAM, ADVERTISING MANAGER, SOLD WITHIN ONE WEEK THE ENTIRE STOCK ON HAND OF ROBERT FROTHINGHAM'S "SONGS OF MEN." MR. KETCHAM FILLED THE WINDOW WITH VOLUMES OF THESE POEMS GROUPED AROUND AN ARTISTIC POSTER WHICH READ, "GREATEST COLLECTION OF HE-POEMS EVER GOT TOGETHER. FOR THE MAN WHO DOESN'T READ POETRY." THEN HE CURTAINED THE WINDOWS SO THAT THE PUBLIC COULD SEE THE DISPLAY ONLY THRU TWO PEEP-HOLES BENEATH THE SIGN, "FOR MEN ONLY." OF COURSE THE MEN PEEPED—WHEN THE WOMEN GAVE THEM A CHANCE—AND THE IDEA TOOK HOLD SO THAT THE POEMS WERE SOLD JUST AS EASILY AS IF MEN WERE CONFIRMED PURCHASERS OF POETRY

The Healing of Books

THE therapeutic value of books has become steadily more recognized, largely due to the fine work during the war and thereafter by the American Library Association, a work that is still being kept up in many places. Physicians, both in their private practice and in hospital work are giving more recognition to the fact that the right book at the right time can become a very real factor in health building.

Hospitals of all kinds need libraries and library service, and the bookstores will do well to work with the local libraries in increasing this type of book use. The tea wagon type of book dray with its rubber wheels has proved the best facility for the distribution of books in the library. Where the hospital does not need daily service, a weekly or semi-weekly service might be arranged for by some volunteer. Under no circumstances should a hospital library come to be a mere resting place for books discarded from home libraries. New and attractive literature and fresh, clean books especially suited to the hospital needs should be selected. A hospital librarian becomes a real salesman for books, fitting the wares to the personal need with the care and enthusiasm that a book salesman behind the store counter watches his clients.

$25.00 for Travelers

"What Makes a Good Window Display?"

For the best article of from 2 to 4 column length received by February 25th, THE PUBLISHERS' WEEKLY will pay $25.00.

The traveler sees book displays of every kind. What are the characteristics of the successful window?

$25.00 for the Best Article Written by Any Traveler of a Publishing House

A Great Work of Fiction

THE London correspondent of one of the Chicago papers writes:

"I am particularly glad to see that Constance Holmes has been awarded the first prize awarded by the committee appointed by the Paris journals, *Femina* and *La Vie Heureuse* for the best piece of current work in English literature. Three books were selected by the committee, from which a final decision was made. These were: Beresford's 'Imperfect Mother,' 'Shattered Doors' by Mrs. William Hicks Beach, and 'The Splendid Fairing,' by Constance Holmes. Until she wrote 'The Splendid Fairing,' Miss Holmes was almost unknown, altho she had even then four or five good books to her name. Even now she is not popular, not even well known, except in literary circles concerned with good as apart from marketable work. I doubt that her work will ever gain her many readers. It is too fine, too tragic, too obsessed by the idea of fate, to win the support of a generation given to the sensational in its literary tastes. But her place in contemporary letters was fixed, and fixed high, when she published 'The Splendid Fairing.' As a work of pure art it has faults; but as a study in temperament, local ways and manners, character, and the awful face of destiny, it is an extraordinary success. I can say with truth that no story published in recent years gripped me with even a degree of its relentless catastrophic force."

A Reference Library

MAY Lamberton Becker, in the New York *Evening Post* lists the following as a sort of desk ready-reference library.

"Webster's New International Dictionary"; Roget's "Thesaurus of English Words and Phrases" (Crowell). If you write poetry, and verse-making is the best way in the world to increase your vocabulary, Walker's "Rhyming Dictionary of the English Language" (Dutton); James Fernald's "English Synonyms and Antonyms" (Funk & Wagnalls); Skeat's "Etymological Dictionary of the English Language" (Oxford); this is not indispensable, but I shall always be grateful to the teacher who made me run English words thru Skeat. He laid the foundation for my belief in the possibility of some kind of a League of Nations. Bartlett's "Familiar Quotations" (Little, Brown); there are many other collections, but this has served me best. Wheeler's "Dictionary of the Noted Names of Fiction" (Houghton Mifflin), including familiar pseudonyms and surnames bestowed on eminent men, arranged alphabetically. C. A. Smith's "New Words Self-Defined" (Doubleday, Page). Jones's "Dictionary of Foreign Phrases and Classical Quotations" is a British publication (Edinburgh: Grant); it has 14,000 phrases from Latin, Greek, French, German, Italian, Spanish, and Portuguese, with English equivalents. Almost all of these books are of a size and price for a desk library.

Among the Publishers

A Week's Gleanings of Book-trade News

THE PRESENCE of Rabindranath Tagore on the lecture platform is bringing new attention to his poetry and other writings.

HAROLD MACGRATH'S new novel will be called "The Pagan Madonna," says Doubleday, Page.

THE ELEVENTH SERIES of Paul Elmer More's Shelburne essays, "A New England Group and Others" is announced for March publication by Houghton Mifflin.

A THIRD volume of E. K. Means' tales of the Louisiana Negro is called "Further E. K. Means." The title page goes on to say: "Is this a title? It is not. It is the name of a writer of negro stories . . . and needs no title" (Putnam).

THIS mild winter makes us look with disgust at our skates and snowshoes, long for an early spring and clutch at such promises as Putnam's that any day now we may have "Motor Camping" by Elon Jessup, associate editor of *Outing*.

THE COSMOPOLITAN Book Corporation is already planning a $100,000 advertising campaign for two of its fall books, "The Flaming Forest" by James Oliver Curwood and "The Pride of Palomar" by Peter B. Kyne.

ONE of the most famous of literary mysteries has long been—Who murdered Edwin Drood? "The murder of Edwin Drood," recently published by Putnam's is an attempted solution, based upon Dickens' manuscript and memoranda.

OUR London correspondent tells us that one of the best selling books in London is "A Case in Camera" by Oliver Onions. It will be published here in March by Macmillan.

"O. HENRY MEMORIAL AWARD: Prize Stories, 1920," the second of the annual volumes published by Doubleday Page will include stories from the pens of F. Scott Fitzgerald, Maxwell Struthers Burt, Alice Duer Miller, William Dudley Pelley, Frances Newbold Noyes, Lawrence Perry, Wilbur Daniel Steele, Stephen French Whitman, Joseph Hergesheimer.

"THE AMERICANIZATION of Edward Bok," which has received so large a sale in the past few months, is now being offered to the *Ladies' Home Journal* readers thru the means of a reprint edition. The announcement in the February *Home Journal* states that this reprint edition will be sent to any subscriber who sends in two new subscriptions at two dollars each.

SMALL, MAYNARD promises for March publication "Madam" by Ethel Sidgwick, author of "Promise."

HOLT is publishing a new edition of Robert Frost's "Mountain Interval" which has as a frontispiece a reproduction of Du Chêne's head of Robert Frost.

"MYSTIC ISLES of the South Seas," a sequel to "White Shadows in the South Seas" by the same author, Frederick O'Brien, is one of the Century Company's spring leaders.

HEYWOOD BROWN'S praise in the New York Tribune this week of Henry G. Aikman's "Zell" just published by Knopf is bound to sell an extra copy or two.

LORD DUNSANY, the Irish poet and playwright, was recently arrested by the British authorities when a quantity of shotguns and other sporting arms were discovered in Dunsany Castle.

REILLY AND LEE has published a new edition of General Leonard Wood's "Our Military History: Its Facts and Fallacies" under the new title, "America's Duty." It contains an additional chapter on the World War.

"THE INTRIGUERS" by William Le Queux, a tale of intrigue, plot and counterplot in high circles will delight detective story devotees in February according to advance notices received from the Macaulay Co.

UNDER the heading "Here's a Wall Street Bomb in Fiction," there appeared a review of Jane Burr's "Passionate Spectator" (Seltzer) in the New York *World* which began: "Enter the newest of new women—'The Passionate Spectator!' "She is the title and the heroine of Jane Burr's latest novel, which, on its publication in London a few months ago, caused the author to be hailed as a menace to the home by excitable English clergymen, and which has just been brought out in New York by Thomas Seltzer. Miss Burr's work is of special interest to Americans, since she was born Rosalind Guggenheim, daughter and heiress of the St. Louis copper magnate. She first married Jack Punch, a St. Louis manufacturer, and he divorced her in St. Louis, charging desertion. Then she became the wife of Horatio Winslow, son of the Chief Justice of the Wisconsin Supreme Court and former editor of the *Masses*. She and Mr. Winslow have been separated for five years. She chooses to be known as 'Jane Burr,' the name under which she has written several novels and books of verse, and is now living in New York."

Changes in Prices

ISAAC PITMAN & SONS

International Technical Dictionary in Four Languages, by E. Webber, $5.35.
History and Economics of Transport, by Kirkaldy, $5.35.
Manual of Duplicating Methods, by W. Desborough, $1.30.
Easy Lessons in German, by J. Bithell, 90c.
Wood Block Printing, $3.40.
Perfumery, by E. J. Parry, $1.00.

Obituary Notes

BARRETT WENDELL, Professor Emeritus of Harvard University, where he had taught English literature for thirty-seven years, died February 8. He was 66 years of age.

Professor Wendell's course in Shakespeare still lives in the book he wrote interpreting the plays, and his course in American literature has gained similar immortality in another volume of intense human interest.

Professor Wendell's book on "English Composition," written as a result of years of teaching, has been the guide of students in institutions of learning all over this country and it is still a standard textbook. Rather than being a series of rules and pronouncements, it is a succession of essays enlivened by the writer's skill in interesting presentation.

Professor Wendell was born in Boston, August 23, 1855, a son of Jacob and Mary Bertholdi Wendell. He was graduated from Harvard in 1877, in the class with President Lowell, and he spent his life in the service of the university, having been made an instructor in English in 1880. He became professor emeritus in 1917.

In 1904-05 he lectured at Cambridge University, England, and at the Sorbonne and other French universities. Following this visit he wrote the book "The France of Today." Last year he received the degree of LL. D. from Strassburg University.

A Moscow wireless dispatch received February 8 says that Prince Petr A. Kropotkin, the Russian author and revolutionary leader, died in Moscow "this morning."

Petr Aleksieevich Kniaz Kropotkin, who was well known as a revolutionary leader, had been ill for sometime. A report from Copenhagen last week said that he had died, but this later was denied.

As a fighter for freedom, Prince Kropotkin ranks with the Dantons and the Mazzinis. The recent report of his death in poverty at Moscow, ends one of the most dramatic and consecrated of contemporary lives. Petr Kropotkin was a descendant of the Grand Princes of Smolensk; he was at one time a favorite of the Czar and the grand dukes, but preferred to throw away riches and social position to endure disgrace, poverty, prison and exile. Since 1876 he has lived much of his life in London. When the Revolution came he returned to Russia, but bitterly denounced the Bolshevists as blundering tyrants.

Among his published works were: "Conquest of Bread," 1906; "Great French Revolution," 1909; "Memoirs of a Revolutionist," 1899; "Fields, Factories and Workshops," 1913; "Ideals and Realities in Russian Literature," 1915; "Mutual Aid: a Factor of Evolution," 1917.

HUGH L. FITZPATRICK, who for thirty years wrote the news of golf, poultry and dogs for the *Sun* and had served on the sporting departments of other New York newspapers, died February 1 at the age of 62 at his home. He was especially well informed on golf, and was the author of "Golf Don'ts" and other books on the game. At the time of his death he was on the staff of the *Evening Post*.

Women's Book Ass'n Meeting

THE regular meeting of the Women's National Book Association will be held at the Children's Book Shop, 5 West 47th Street, Thursday evening, February 17, at 8 o'clock. The speakers will be Mary Gunn, of the Hawaiian Tea Room; Mary Willard, of the Home Bureau, and Jane Teller, of the Antiquarian Shop. These are women who have been successful in their various enterprises, and they will talk on the general topic, "How a woman can create her own business."

The members of the Association will dine at the Dew Drop Inn (which is situated within a few doors of the Children's Book Shop) at 6 p. m.

Personal Notes

THE BLOCH Publishing Co. announce with regret the withdrawal from the concern of Louis Behrman who has been connected with the company for thirty-five years. Mr. Behrman is to enter an enterprise of different character.

HOWARD WILLARD COOK of Moffat, Yard & Co. sails this month for Norway where he will arrange for the publication of a translation of the works of Thomas Krag and a new novel by Bojer.

A. N. T. VAN RENSELLAER has severed his connection with Henry Holt & Co. Elliot Holt is in charge of the advertising department in his place.

DAVID J. KOELLER, buyer of the book department of Blackwell-Wielandy Co. of St. Louis, is in New York on a spring buying trip.

JOHN MACRAE vice-president of E. P. Dutton Co. sails for England February 16.

HARRY M. SNYDER, who made a trip to the Orient last summer, is to leave in April on another trip with the lines of several publishers.

Business Notes

NEW YORK CITY.—The Bloch Publishing Co. has recently moved to more commodious quarters at 26 East 22nd Street, between Broadway and Fourth Ave.

Spring Lines of the Publishers and Some of the Men Who Will Show Them

INFORMATION FOR THE TRADE OF THE TERRITORY COVERED BY THE TRAVELERS OF WHOM WE HAVE BEEN ABLE TO COLLECT DATA, WITH SHORT SKETCHES OF SOME OF THEM AND A BRIEF DESCRIPTION OF THE NEW PUBLICATIONS CARRIED BY THEM. WHERE NO MENTION OF BOOKS OR TRAVELERS IS FOUND THE INFORMATION WAS NOT FORTHCOMING FROM THE PUBLISHERS.

JOHN C. ZIPFEL
Representing The Abingdon Press
JOHN C. ZIPFEL entered the employ of The Abingdon Press in 1902, serving in the manufacturing department for some time and working his way thru the offices. He is very quiet and unassuming and is on the way to make good as its New York City representative.

The Abingdon Press

Travelers:
Fred M. Harris.
John Zipfel.

The Abingdon Press announces among its religious books for spring: John W. Langdale's "Citizenship and Moral Reform," studies of the relation of the preacher to the present problems of post prohibition, industrial relations, the family, etc.: "The Changing Conception of God" by Ernest Fremont Tittle; "From Slave to Citizen," a needed contribution to the negro question, by Charles M. Melden; a discussion of the fallacy of Ouija boards and mediums entitled "The Future Life—Fact and Fancies" by F. B. Stockdale; "The Religions of Mankind" by Edmund D. Soper; "The Boy Who Lost His Name" by Christine Ware, a story of character development for boys and girls: Joseph Nelson Greene's "The Portrait of the Prodigal"; a frank discussion of the doctrines of the Christian religion which have seemed offensive to certain modern men, "Modernism and The Christian Faith" by John Alfred Faulkner; the fifth volume in the *Kingdom of God Series,* John Bayne Ascham's "Apostles Prophets and Reformers"; and, "The Prophetic Movement in Israel" by Albert C. Knudson.

Henry Altemus Co.

Travelers:
G. H. Gross (New England.)

American Baptist Publication Society

Travelers:
Parker C. Palmer (Middle and Atlantic States.)
Charles W. Shull, representing the United Religious Book Agency (East and West.)

The American Baptist Publication Society (The Judson Press) will feature the following new publications as its leaders for the spring of 1921: "The Angel's Lily," by Russell H. Conwell; "Friday's Footprints," by Margaret T. Applegarth, a new collection of missionary stories; "The Stature of a Perfect Man," by P. H. J. Lerrigo; "You and Your Church," by James S. Kirtley; "The Religion of Jesus," by Albert G. Lawson," and "Hymns for the King's Children," prepared for the Children's Division of the Sunday School by Edward M. Fuller.

D. Appleton & Co.

Travelers:
Emil Heikel (large cities of the Middle West and the Pacific Coast.)
Leon Walker (all of the South, part of Middle West.)
Carl McDonald (New England, New York State, Pennsylvania and part of Middle West.)
B. F. Curran (Boston, Philadelphia, New York City.)
F. A. Clinch, sales manager (Canada.)

A new novel by Joseph C. Lincoln, "Galusha the Magnificent," heads the Appleton spring list of fiction. Other favorites: George Gibbs, Natalie Sumner Lincoln, E. Temple Thurston and others are also represented. They will publish an important philosophical work popularly written, "The Truths We Love," by Jay William Hudson, and timely books by Bernhardi and Lauzanne. Their long list of business books shows important additions, and the juvenile list contains the names of many popular writers for boys. The company also announces the title of the new Harold Bell Wright novel, "Helen of the Old House," to be published in August and preceded by a very extensive publicity campaign.

FICTION

The Innocent Adventuress. Mary Hastings Bradley.
The Vagrant Duke. George Gibbs.
House of the Falcon. Harold Lamb.
Galusha the Magnificent. Joseph C. Lincoln.
The Unseen Ear. Natalie Sumner Lincoln.
Play the Game. Ruth Comfort Mitchell.
The Samovar Girl. Frederick F. Moore.
Low Ceilings. W. Douglas Newton.
The Green Bough. E. Temple Thurston.

JUVENILES

Three-Base Benson. Ralph Henry Barbour.
The Winning of the Golden Cross. Percy Reese FitzHugh.
The White Wolf. Elmer Russell Gregor.
High Benson, Worker. William Heyliger.
Cedric the Forester. Bernard Marshall.
The Boy Scouts Book of Camp Fire Stories. Franklin K. Mathiews.
Dick Arnold of the 'Varsity. Earl Reed Silvers.

MISCELLANEOUS

Across Mongolian Plains. Roy Chapman Andrews.
Essentials of Industrial Costing. George S. Armstrong.
The War of the Future. General Von Bernhardi.
War Costs and Their Financing. Ernest L. Bogart.
The Law of the Sea. George L. Canfield and George W. Dalzell.
The State and Government. James Q. Dealey.
Business Costs. Dewitt Carl Eggleston and Frederick B. Robinson.
Trading With Asia. Frederick B. Eldridge.
Health for the Growing Child. William R. P. Emerson.
Our Heritage From the Old World. Josephine H. Greenwood.
Sociology As Ethics. Edward Cary Hayes.
Truths We Live By. Jay William Hudson.
Handbook of Standard Details. Charles H. Hughes.
Handbook for Newspaper Workers. Grant Milnor Hyde.
Local Government in the United States. Herman G. James.
Great Men and Great Days. Stephane Lauzanne.
The Human Side of Retail Selling. Ruth Leigh.
Economic Development of the United States. Isaac Lippincott.
Acceptances Bankers' and Trade. Park Mathewson.
Wharf Management and Stevedoring. Roy S. McElwee.
Ernest Renan. Lewis Freeman Mott.
Government Accounting and Reporting. Francis Oakey.
Effective Direct Advertising. Robert E. Ramsay.
Merchant Vessels. Robert Riegel.
Human Engineering. Eugene Wera.

Atlantic Monthly Press

Travelers:

Hugh S. Elliott (Pacific Coast.)
J. L. Crowder (Middle West.)
Francis J. Sloane (East and South)

The Atlantic Monthly Press announces for early spring publication "The Founding of New England," by James Truslow Adams, setting forth the strength and limitations of the New England Settlers; "Gateway to Science Book: Bird Stories," by Edith M. Patch, State Entomologist, University of Maine; and "The Menace of the School," by Edward Yeomans, papers dealing with various aspects of American education.

The Automobile Blue Book Publishing Co.

Sales Staff:

S. S. Glass (manager of book sales, New York.)
A. Cobb, Jr., (western sales manager, Chicago.)

Travelers:

H. A. Lollesgard (South.)
H. A. Mixer (Middle East.)
G. W. Sutton, Jr. (Southwest.)
W. G. Plume (Middle West.)
C. M. Emery (Pacific Coast and Northwest.)

The Automobile Blue Book Co. announces new 1921 editions of its automobile guide books, Volumes 1-10, Volume A and T (Transcontinental and New York Metropolitan Blue Books).

The Baker & Taylor Co.

Travelers:

B. G. Byron (Large cities thruout the country in the interests of *The Christmas Bulletin.*)
William S. McKeachie (New York and vicinity.)
Richard Mendel (salesman department of remainders.)
Harry Hass.
John McCay.
Raymond Poggenburg.
Lester Egan.
George I. Ganiard.

L. S. Shuford has taken over some of the work formerly handled by M. A. Corrigan. The latter will in the future be engaged in work in connection with other departments of the business.

IRVING HOPKINS
Representing Barse & Hopkins

IRVING HOPKINS, son of the genial John H., was in Williams College, class of '19, when he left to enlist for the war. He joined the 388th Infantry, which was sent to Camp Cody, N. M. After his discharge he joined the traveling staff of his dad's house, and now represents it in parts of New England, the state of New Jersey and in New York City.

Barse & Hopkins

Travelers:

W. J. Barse (New York office, Philadelphia.)

J. H. Hopkins (large cities west to Kansas City.)
Irving Hopkins (New England, New Jersey, New York City.)
Joseph Goldman (large cities of U. S.)
J. H. Lange (New York State, Ohio, Michigan, Canada.)
Charles B. Nourse (Pacific Coast, Northwestern States, Northwest Canada.)
William Haldane (South, Pennsylvania.)
Watson M. French (Middle West, North Dakota, South Dakota, Wisconsin.)

Barse & Hopinks have recently removed their manufacturing plant to their own building in Newark. A New York sales office has been opened at 23 East 26th St.

Biddle Business Publications, Inc.

Travelers:
James G. Staley.
James L. Crowder.

Biddle Business Publications, Inc., announce— Gale Pheasant's "Income Tax Cyclopedia," embodying the law, regulations, rulings, and decisions, up to and including December, 1920, complete and authentic information on every phase grouped for ready reference; "The Modern Foreman," by Robert Grimshaw, a practical manual, intended to promote greater manufacturing efficiency thru the key man in the organization; and Volume II of "Accounting: Principles and Practice," by G. E. Bennett, C. P. A., Head of the Accounting Department of Syracuse University. Biddle Business Publications are planning to increase their line of business books by several well-selected titles during the next few months.

The Bobbs-Merrill Co.

Travelers:
H. S. Baker (New York, Philadelphia, Boston.)
H. B. Runyan (Chicago, Middle West, Pacific Coast.)
T. F. Mahony (New England, Central States, South.)

The Bobbs-Merrill Co. will feature this season an unusual novel by Evelyn Van Buren entitled "Zizi's Career": a romance of East and West by Samuel Merwin, "In Red and Gold"; "Guns of the Gods" a tale of India by Talbot Mundy: and "The Coming of the King," a novel by Bernie Babcock based on the New Testament. Forthcoming titles on the spring list are:

FICTION

Zizi's Career. Evelyn Van Buren.
In Red and Gold. Samuel Merwin.
The Eye Witness. Eric Levison.
A Thing Apart. Lucy Stone Terrill.
Trying It On the Dog. Maurice Switzer.
Kings of the Missouri. Hugh Pendexter.
Guns of the Gods. Talbot Mundy.
The Coming of the King. Bernie Babcock.
The Sheriff of Silver Bow. Berton Braley.
Prince Cinderella. Grace Alexander.

NON-FICTION

Emerson: How to Know Him. S. M. Crothers.
Poe: How to Know Him.. C. Alphonso Smith.
The Boyhood of Abraham Lincoln. J. Rogers Gore.
Our Common Country. Warren G. Harding.
The League of Nations. William E. Borah.
The Truth About the Treaty. André Tardieu.
Taking It on High. Dr. R. R. Daniels and Bertrand Lyon.
Love Lyrics. James Whitcomb Riley.

Boni & Liveright, Inc.

Travelers:
J. L. Crowder (Middle West).
Desmond FitzGerald (Coast).
Julian Messner (East and South).

Prominent among the features of Boni and Liveright's spring list is "Mayfair to Moscow; Clare Sheridan's Diary," a chatty, human-interest account of the rare adventure of England's noted sculptress. Adriana Spadoni, the author of "The Swing of the Pendulum," has a new novel, "The Noise of the World"; then also there are in the field of fiction Evelyn Scott's "The Narrow House"; Francis Haffkine Snow's "Red Flowers"; Eunice Tietjens' "Jake"; George Moore's "The Coming of Gabrielle" and "Heloise and Abelard," both in limited editions. Other new publications include Eugene O'Neill's "Emperor Jones," "Diff'rent," "The Straw" in one volume; H. M. Hyndman's monumental work, "The Evolution of Revolution," and Paul Gaugin's "Intimate Journals," to be published in limited edition.

FICTION

The Noise of the World. Adriana Spadoni.
The Narrow House. Evelyn Scott.
Red Flowers. Francis Haffkine Snow.
Jake. Eunice Tietjens.
The Coming of Gabrielle. George Moore.
Heloise and Abelard.

NON-FICTION

Emperor Jones, Diff'rent, The Straw. Eugene O'Neill.
The Evolution of Revolution. H. M. Hyndman.
Intimate Journals. Paul Gaugin.

Brentano's

Travelers:
John T. Witsil (New York City, the larger cities in New England, Philadelphia, Baltimore and Washington).
James L. Crowder (Middle West).
Frank A. Coombs (Far West and South).

A new work from Bernard Shaw, "Back to Methuselah" heads Brentano's spring list of drama and poetry which includes two collections of plays and "Spanish-American Poets," a compilation of about two hundred poems with the Spanish and English side by side. "The Poisoner," a first novel by Gerald Cumberland, author of "Tales of a Cruel Country," is conspicuous in fiction and there are interesting announcements in art, juvenile and general books:

FICTION

Dust. Mr. and Mrs. E. Haldeman-Julius.
The Poisoner. Gerald Cumberland.
A Mender of Images. Norma Lorimer.
Great Sea Stories. J. L. French.

NON-FICTION

Back to Methuselah. Bernard Shaw.
Plays. Alice Gerstenberg.
Spanish-American Poets. Alice Stone Blackwell, trans.
Miniatures. Emmet Lewis Beach.
Vineyards of France. Alicia du Pont de Nemours.
Vision and Design. Roger Fry.
Washington, The Nation's Capital. Herbert Pullinger.
New York, The Nation's Capital. Peter Marcus.

JUVENILE

The Wishing Fairy's Animal Friends. Corinne Ingraham.

Nicholas L. Brown

Travelers:
Nicholas L. Brown.
F. J. Sloane.
M. L. Brown (Canada).

Among the most important books on Nicholas L. Brown's list are "The Menace of the Mob" by Dmitri Merejkovski; "Scenes from the Court of Peter the Great"; "Pope Alexander VI and His Court"; two new volumes in *The Sea Gull Library*: "Mogens" by Jens Peter Jacobsen, and "The Shepherd's Pipe," by Arthur Schnitzler; "The Book of Jeremiah" with 15 original drawings in black and white by William Saphier in a limited edition of 975 copies; "The Mimes of Herondas" (about 300 B. C.) rendered into English by M. S. Buck, a limited edition of 975 copies; "Precipitations" by Evelyn Scott; "Sketches of Soviet Russia" by John Varney. Early in the spring Nicholas L. Brown will publish a monograph by John Gould Fletcher entitled "Paul Gauguin, his Life and Art" uniform with "Noa Noa" of which a sixth printing will soon be ready, and accompanied by ten illustrations of Paul Gauguin's. Mr. Brown will continue to devote his chief attention to the publication of belles-lettres, and especially to his *Sea Gull Library* and *Historical Miniatures.*

EDWARD F. BURT

of A. L. Burt Company, New York

EDWARD F. BURT, who in his portrait looks a lot like brother "Harry," is a son of the founder of the house, and has been one of its important mainstays for nearly twenty-four years, being at the present time its Assistant Treasurer. He covers the Metropolitan territory and is popular among buyers by reason of his steadfast rule of keeping faithfully every promise he makes in respect to every order he books.

A. L. Burt Co.

Travelers:
Theodore A. Jasper (Chicago, Pittsburgh, and large cities of the Middle West).
Thomas J. McLaughlin (territory covered by New York Central and Lake Shore Railroads, including Milwaukee, St. Paul, Minneapolis, Dubuque).
C. B. Steele (Southern and Pacific Coast).
John R. Hatfield (smaller cities, Ohio, Indiana, Illinois, West Virginia).
Clarence E. Jordan (Western, Northwestern territory, excepting Pacific Coast).
James L. Roberts (Pennsylvania, New Jersey).
E. F. Burt (New York City, Brooklyn).
John C. Vose (New England, Philadelphia, Baltimore, Washington).
R. U. Carruthers (Southwestern territory).
George J. McLeod, Ltd., Canadian agents.

Among the titles to appear in Burt's popular Copyright Fiction during February are:
The Curious Quest. E. Phillips Oppenheim.
The Disturbing Charm. Berta Ruck.
Everyman's Land. C. N. and A. M. Williamson.
The Lady from Long Acre. Victor Bridges.
The Mystery of the 13th Floor. Lee Thayer.
The See-Saw. Sophie Kerr.
Ashton-Kirk Investigator. John T. McIntyre.
Spanish Doubloons. Camilla Kenyon.
The Solitary House. E. R. Punshon.
His Daughter. Gouverneur Morris.

Century Co.

Travelers:
George L. Wheelock.
John F. Winters.
Frederick W. Owen (special representative on the Coast and west of Denver).

The Century Co. heads its spring list with "Mystic Isles of the South Seas," by Frederick O'Brien, a new book along the lines of the author's famous "White Shadows in the South Seas." Spring fiction includes "The Happy Foreigner" by Enid Bagnold and "Ghosts," a love and mystery story by Arthur Crabb. Other interesting titles in the non-fiction group are:

NON-FICTION
Death and Its Mystery. Camille Flammarion.
Must We Fight Japan? Walter B. Pitkin.
The Russian Bolshevik Revolution. Edward A. Ross.

Edward J. Clode

Travelers:
G. H. Johnson (Principle Cities).
Wallace Wachob (Coast and South).
G. W. Amis (New England and Middle West).

Mr. Clode announces for early publication a new series of "Shorty" stories, "Meet 'Em, with Shorty McCabe" by Sewell Ford; two detective stories—"The Crooked House" by Brandon Fleming and "The Clue of the Primrose Petal" by Harvey Wickham; a book of "After-Dinner Speeches" by Alexander Burton and "How to Develop Your Speaking Voice" by Clare Tree Major.

Cosmopolitan Book Corporation

Travelers:
Leon B. Archer.
J. J. Bell.
H. C. Kinsey.
James V. Malloy.

Harry V. Patterson.
Copp Clark Company, Ltd., Toronto (Sole Canadian agents).

The Cosmopolitan Book Corporation's spring list contains "God's Country—The Trail to Happiness"—by James Oliver Curwood; "Find The Woman," a novel of youth and mystery, by Arthur Somers Roche; and "The Kingdom Round the Corner," by a new Cosmopolitan author, Coningsby Dawson.

Thomas Y. Crowell Co.

Travelers:
George R. Hobby (New York City, Philadelphia, Chicago, Buffalo, Detroit, Rochester and Pacific Coast).
Frank C. Dixon (New England, New York State, Toronto, Montreal, Baltimore, Washington, St. Louis and the South).
Ernest J. Bruce (Pennsylvania, New Jersey, Middle States, St. Paul and Minneapolis).

The Cupples & Leon Co.

Travelers:
John Coyle (Coast states).
M. F. Gallon (Large cities, South and New England).
C. W. Wallace (Middle West and New York State).
George Ross (Middle West, part of Pennsylvania and Ohio).

New titles will be added to many of the popular series of the Cupples & Leon Co., and special provisions have been made to introduce some new series for the very young children. Additions to the cartoon books by such artists as Gene Byrnes, creator of "Reglar Fellars" and H. A. McGill, the originator of "Percie and Ferdie" are also spring features of this firm.

Dodd, Mead & Co.

Travelers:
Howard C. Lewis (New York, Boston, Philadelphia and Chicago.)
J. Russell Lewis (Middle West and Pacific Coast.)
Raymond T. Bond (New England, New York Central and South.)

Dodd, Mead and Co. have started the new year with two detective stories and a romance of New York. Included in their later publications are a book of essays by Gilbert K. Chesterton, a new Fabre volume, Frederick Palmer on "The Folly of Nations," new fiction by Archibald Marshall, Berta Ruck, Louis Couperus, James Hay, Jr., Will Payne, Vingie E. Roe and others. They announce important volumes in the fields of psychical phenomena, psychology and psycho-analysis. They list also "Graduation Memories," an attractive gift for the graduate.

FICTION

Six Seconds of Darkness. Octavius Roy Cohen.
Majesty. Louis Couperus.
They Went. Norman Douglas.
The Underwood Mystery. Charles J. Dutton.
The Brown Moth. Oscar Graeve.
The Unlighted House. James Hay, Jr.
The Don Quixote of America. Charles Hemstreet.
The Curtain. Alexander MacFarlan.
The Hall and the Grange. Archibald Marshall.
By the Gods Beloved. Baroness Orczy.
Overlook House. Will Payne.
Val of Paradise. Vingie E. Roe.
Sweet Stranger. Berta Ruck.
The Destroyer. Burton E. Stevenson.
Burning Sands. Arthur Weigall.
Hell's Hatches. Lewis R. Freeman.

NON-FICTION

The Uses of Diversity. G. K. Chesterton.
The Life of J. Henri Fabre. Bernard Miall (trans.)
Fragments of Truth. Richard Ingalese.
The Problems of Psychical Research. Hereward Carrington.
Death: Its Causes and Phenomena. Hereward Carrington.
Suggestion and Autosuggestion. Charles Baudouin.
The Psychology of Thought and Feeling. Charles Platt.
Man's Unconscious Spirit. Wilfrid Lay, Ph.D.
The Folly of Nations. Frederick Palmer.
More Hunting Wasps. J. Henri Fabre.
Designs for American Homes. Mary G. Davis.
Lampshades: How to Make Them. Olive Earle.
The Miniature Collector. H. W. Lewer, F. S .A.
The Pewter Collector H W Lewer, F. S. A.
Graduation Memories. Edward C. Caswell and the Decorative Designers.
A Guide to the West Indies. (1921 Rev. Ed.) Frederick Ober.

JAMES J. BELL
Representing the Cosmopolitan Book Corporation
James J. Bell was born in Dublin and started in the business with M. H. Gill Company, one of the best known bookselling firms in Ireland. On arriving in America he went with A. C. McClurg & Company, and later was in charge of the fiction department at E. P. Dutton & Co.'s retail shop. His schooling in the retail trade should make him a very successful representative for his hustling house.

Dodge Publishing Co.

Travelers:
W. E. O'Kane (Chicago and the larger towns, Pittsburgh to Omaha, Minneapolis to St. Louis, including Michigan.)
E. W. Hall (The South, New York State, Boston, and other New England towns.)

Wm. P. Glenney (The Pacific Coast, all important towns west of El Paso, Denver and Butte; and Pennsylvania and New York City).
Louis Solomon (Canada, smaller towns, Eastern states including Metropolitan district.)
T. C. Johnson (The South West, Oklahoma to Texas, to California.)

M. A. Donohue & Co.

Travelers:
Andrew Hamming (New York City, Eastern States).
S. S. Diamond.
Tom Allen (Canada).
E. F. Boedeker (North West and Pacific Coast).
W. Hamersley (Middle West).
R. J. Donohue (South West).
A. J. Donohue (South and West).

M. A. Donohue & Co. will carry their usual lines of boys' and girls' books, standard 12mo popular copyrights and birthday books. They have increased their line of toys books with additions printed in colors.

George H. Doran Co.

Travelers:
J. W. Corrigan (New York, Boston, Philadelphia.)
H. R. Drake (Chicago and the Pacific Coast.)
R. N. Hays (Large cities of Middle West).
E. H. Ziegler (New York State and New England.)
William A. Britton (South, smaller cities of the Middle West.)
C. M. Roe (Religious literature.)

The George H. Doran Co. once more presents a strong and varied spring list containing many well known names as well as new comers. Noticeable in fiction are two new books by Somerset Maugham, "The Trembling of a Leaf," a study of the effects of the islands of the Pacific on the white man, and "The Magician," a story of creepy marvels; an earlier novel by Stephen McKenna, "The Sixth Sense" and "The Education of Eric Lane," the second in his trilogy, "The Sensationalists"; a tale of an amazing Russian princess by Robert Hichens; a new Robert Chambers novel of the Cardigan type; and another all-American novel from Corra Harris. Outstanding in non-fiction are: "Russia in the Shadows," the literary result of Wells' much discussed sojourn in Russia; Chesterton's spiritual record of his journey to Jerusalem, "The New Jerusalem"; sketches, "Things That Have Interested Me," Arnold Bennett, and Balfour's "Essays."

FICTION

Seed of the Sun. Wallace Irwin.
The House in Dormer Forest. Mary Webb.
The Trembling of a Leaf. W. Somerset Maugham.
The Magician. W. Somerset Maugham.
The Little Red Foot. Robert W. Chambers.
Pawned. Frank L. Packard.
The Fourth Dimension. Horace Annesley Vachell.
The Sixth Sense. Stephen McKenna.
The Come Back. Carolyn Wells.
My Son. Corra Harris.
The Education of Eric Lane. Stephen McKenna.
Half Loaves. Margaret Bannning.
Blind Mice. C. Kay Scott.
The Splendid Folly. Margaret Pedler.
The Custard Cup. Florence Bingham Livingston.
The Owl Taxi. Hulbert Footner.
A. Reckless Puritan. Mrs. Victor Rickard.
Stah of the Marsh Country. Harold Waldo.

NON-FICTION

Russia in the Shadows. H. G. Wells.
The New Jerusalem. G. K. Chesterton.
Things That Have Interested Me. Arnold Bennett.
This World of Ours. J. H. Curle.
Life and Letters. J. C. Squire.
What Happened at Jutland. C. C. Gill.
Essays: Speculative and Political Artnur James Balfour.
With Malice Toward None. Robert Cortes Holliday.
The Art of Lawn Tennis. W. T. Tilden.
Spiritualism and Rationalism. Conan Doyle.
Nerves and the Man. W. Charles Loosmore.
What Happened at Jutland. C. C. Gill.
A Naval History of the War 1914-1918. Sir Henry Newbolt.

Dorrance & Co., Inc.

Travelers:
W. H. Dorrance (New York, Pennsylvania, Maryland.)
N. H. Dorrance (Central New York.)
H. T. Dorrance (New England.)
James L. Crowder (Middle West.)
G. Dorrance (Southern States, special campaigns.)
J. P. Dorrance (Pacific Coast.)
D. Dorrance Bronson (Pacific Coast.)

Dorrance & Co.'s leaders for early spring are: "The Intellectuals," Mary Dixon Thayer; "Broken Shackles," John Gordon; "The Pocket Chesterfield," Stanhope, Burghley, Trusler, Dorrance; "Every Politician and His Wife," Adele S. Burleson.

Doubleday, Page & Co.

Travelers:
H. B. Earl (Sales Manager, Trade Dept.)
G. V. Seiffert (New York, Boston, and Philadelphia).
F. C. Henry (Pacific Coast and large cities of the East).
J. J. Smith (New England, and cities of the Middle West).
J. P. Hessian (South, and Pennsylvania).
W. P. Goubeaud (Smaller towns, New York to Kansas).

Doubleday, Page & Co. list forty-five titles for spring publication including Booth Tarkington's new story of American life, another humorous novel by Harry Leon Wilson, the collection of stories for 1920 which have won the O. Henry award, a Harold McGrath mystery yarn, some typical Christopher Morley tales of Grubb Street, and the first American edition of McFee's "An Ocean Tramp." Prominent in non-fiction are "Joseph Conrad: Notes on Life and Letters," the artist and man in self revealment; "Recollections of a Foreign Minister: Memoirs of Alexander Iswolsky." "America and the Race For the World" by A. Demangeon; and "The Memoirs of Count Witte."

FICTION

The Shield of Silence. Harriet T. Comstock.
An Ocean Tramp. William Mc Fee.
Tales From a Rolltop Desk. Christopher Morley.
The Wrong Twin. Harry Leon Wilson.

Red Masquerade. Louis Joseph Vance.
O. Henry Memorial Award: Prize Stories, 1920.
The Roof Tree. Charles Neville Buck.
Alice Adams. Booth Tarkington.
The Seeds of Enchantment. Gilbert Frankau.
The Pagan Madonna. Harold MacGrath.

NON-FICTION

Recollections of a Foreign Minister: Memoirs of Alexander Iswolsky.
Joseph Conrad: Notes on Life and Letters.
America and the Race for World Dominion. A. Demangeon.
The Memoirs of Count Witte. Abraham Yarmolinsky.
The Old Soak. Don Marquis.
Poems and Portraits. Don Marquis.

Frederick J. Drake & Co.

Travelers:
L. B. Vaughan.
J. J. Mullen.
P. C. Donaldson.

Duffield & Co.

Travelers:
Francis J. Sloane (New England and Central West.)
Wallace Wachob (Pacific Coast.)

Duffield & Co.'s spring fiction leaders are "A Courageous Marriage" by Marguerite Bryant, the author of "Christopher Hibbault," and a new novel by Henry M. Rideout called "Fern Seed," a mystery story in England and America. They add another volume to the *Interpretors' Series,* called "Jugo-Slav," and announce several volumes of poetry and two books on musical subjects.

FICTION

A Courageous Marriage. Marguerite Bryant.
Fern Seed. Henry M. Rideout.
Jugo-Slav Stories. Pavle Popovic. (ed.)

NON-FICTION

Indian Summer. Henry Lane, Inc.
Poems. Stewart Mitchell.
Troubadour Songs. Clarence and Helen Dickinson.
The Orchestra and its Instruments. Esther Singleton.

E. P. Dutton & Co.

Travelers:
Edgar W. Porter (Large cities of the Middle West, Pacific Coast, Boston and Philadelphia.)
Mortimer Douglass (South and New England.)
W. C. Becker (New York City.)

E. P. Dutton & Co. announce new novels by several distinguished authors on their list including a sea story by Blasco Ibáñez, a collection of short stories by Leonard Merrick, a novel of character study sounding a note of fatalism by Francis Brett Young, and a romance of Sussex by Sheila Kaye-Smith. Among their non-fiction are a discussion of the political independence of Ireland by the late Mayor of Cork, a new collection of representative American plays compiled by Montrose J. Moses, a popular presentation of the subject of vitamines by Dr. Harrow and other books on a varied range of subjects.

FICTION

Call Mr. Fortune. H. C. Bailey.
Velvet Black. Richard Washburn Child.
The Man-Killers. Dane Coolidge.
The Dixons. Florence Kelly.
Green-Apple Harvest. S. Kaye-Smith.
The Tragic Bride. Francis Brett Young.
The Brassbounder. David W. Bone.
A Chair on the Boulevard. Leonard Merrick.
The Mayflower. Vicente Blasco Ibáñez.
Hanit, the Enchantress. Garett C. Pier.
Madam Gilbert's Cannibal. Bennet Copplestone.
The Man in the Dark. Albert Payson Terhune.

NON-FICTION

Principles of Freedom. Terence MacSwiney.
Democracy and the Human Equation. Alleyne Ireland.
Modern Economic Tendencies. Sidney A. Reeve.
Representative Plays by American Dramatists, 1856-1911, Vol. III. Montrose J. Moses, ed.
A Garden of Yesterday. Edith L. Smith.
Elementary Equitation. Barretto De Souza.
Miracle Mongers and Their Methods. Houdini.
Across America with the King of the Belgians. P. Goemaere.
Eastern and Northern South America. A. Hyatt Verrill.
In Search of the Soul. Bernard Hollander.
Practical Hints on Training for the Stage. Agnes Platt.
Vitamines. B. Harrow.

W. H. DORRANCE
Representing Dorrance & Company, Inc.

W. H. Dorrance is a York State product, and made his way into the book world via Cornell University, general merchandising, and later as Secretary of Dorrance & Company. He brings to the selling game a thoro grounding in the ins-and-outs of book production, and a frank and open countenance. He represents his people, who are planning some important additions to their present modest list, in New York, Pennsylvania and Maryland.

The H. K. Fly Co.

Travelers:
H. K. Fly.
H. S. Drago.
M. W. Billings.

The H. K. Fly Co. includes the following fiction titles among its spring publications: "Winner Take All" by Larry Evans; "The Gay-Cat" by Patrick and Terence Casey; and "The Valley of the Sun" by William McCoy. It hopes also to announce for spring publication a new novel by A. M. Chisholm.

"The Land of Big Rivers." Of special interest is the announcement of a life of O. Henry by Al Jennings, the famous outlaw, who was O. Henry's intimate friend for years.

Forbes & Co.

Travelers:
E. S. Gray.
William Appleyard.

A list of books with a popular appeal will be announced later.

EDWARD J. MILLER
Representing Funk & Wagnalls Company

EDWARD J. MILLER will be Dave O'Connell's successor as the "star" representative of Funk & Wagnalls Company if ever Dave dips deeper into politics and is elected to something that will take up *all* his time. He has had a house training thru the various departments, and now represents his firm in New York City and the wide adjacent territory of the big town.

Four Seas Co.

Travelers:
F. T. J. Nunan.
Frederick D. Goodchild (Canada.)

The Four Seas Co. features this spring "Water Colors: South of France, 1918-1919," by Susan Farley Nichols; "Willow Pollen," a collection of lyric verse by Jeanette Marks; "Strindberg, the Man," by William H. MacMasters, and "Brazilian Tales," translated by Isaac Goldberg.

FICTION

The Missing Man. Mary R. P. Hatch.
Famous Stories from Foreign Countries. Edna Wotheley Underwood, trans.
Brazilian Tales. Isaac Goldberg.

NON-FICTION

Water Colors: South of France, 1918-1919. Susan Farley Nichols.
Practical Study of French Pronunciation. Louis Tesson.
Originality and Other Essays. William H. McMasters.
Coins and Medals. Charlotte Hardin.
Willow Pollen. Jeanette Marks.
A Salem Shipmaster: an autobiography. Martha Nichols.

Funk & Wagnalls Co.

Travelers:
David J. O'Connell (Pacific Coast, Middle West, East.)
Edward J. Miller (New York City and vicinity.)

Funk & Wagnalls Co. includes in its spring announcement: "Will Power and Work" by Jules Payot, a book for persons of limited education; "The Rise and Progress of English Speech," a treatise in the development of the English language, by James C. Fernald, author of "English Synonyms"; a book on the labor problem, "The Industrial Code" by W. Jett Lauck and Claude S. Watts; "Recollections of the Empress Eugenie" by Augustin Filon, secretary to the Empress during the Regency; Hubert N. Richardson's "Dictionary of Napoleon and His Times"; two religious books, "The Winds of God," a volume of sermons by Rev. Louis Albert Banks and Rev. Charles H. Pridgeon's "Is Hell Eternal or Will God's Plan Fail?"; "Mend Your Speech," a book of helpful suggestions on the use of correct English and "Who, When, Where and What," a booklet containing more than twenty thousand facts concerning makers of history, art, literature, etc.

Charles E. Graham & Co.

Travelers:
Charles E. Graham (Canada.)
Harry W. Sully (Larger cities east of Denver to Boston.)
Alan H. Graham (New York State, Pennsylvania, New Jersey, also at Toy Fair.)
"Eddie" D. Schlamm (All Southern States, Middle West and New England.)
Fred W. Owen (Pacific Coast to Denver.)

Charles E. Graham & Co., who have recently moved to Newark, N. J., will maintain a New York office and display room. Charles E. Graham will have charge of the Toy Fair display at Hotel Breslin, New York, Feb. 8th-Mar. 12th.)

Grosset & Dunlap

Travelers:
Edward T. Bellamy.
Frank J. Bentley.
William M. Bergey.
Edward Brenner.
G. H. Deaton.
Edward P. Dunlap.
Desmond FitzGerald.
Garnet W. Grosset.
Philip Grosset.
Samuel A. Jenkins.
Edward C. Ketcham.
Frank A. Lewis.
George L. Mackay.
Edward Patella.

Carl W. Schlemmer.
Thomas A. Sheppard.
Eugene S. Westervelt.
Arnold E. Williams.
Leon S. Wittig.
George J. McLeod, Ltd. (Canadian Agents)
Harry M. Snyder (Far Eastern Representative, covering Japan, China, Honolulu and Philippine Islands.)

Among the titles that Grosset & Dunlap are adding to their *Popular Copyrights* are "Jungle Tales of Tarzan" by Edgar Rice Burroughs, in January; a new Zane Grey title, "The Desert of Wheat," appearing in the moving pictures as "Riders of the Dawn"; several mystery and detective novels, headed by five new Craig Kennedy Detective Stories by Arthur B. Reeve in February. Among other widely read novels are "The Branding Iron" by Katherine Newlin Burt; "Dangerous Days" by Mary Roberts Rinehart; "Slippy McGee" by Marie Conway Oemler; and "Greatheart" by Ethel M. Dell. To celebrate the eleventh anniversary of the founding of the Boy Scouts of America in February they are adding to their *Every Boy's Library* "Billy Topsail with Doctor Luke of the Labrador," a "Good Turn Book" by Norman Duncan.

C. S. Hammond & Co.

Travelers:
E. C. Katzmeir.
G. M. Davis.
Robert S. Hammond.

C. S. Hammond & Co. announce a new edition of their "Modern Atlas of the World" which contains the official 1920 census figures and shows the latest changes thruout the entire world. The new census editions of the "Pocket Atlas of the World" and the "Handy Atlas of the World" are also ready, as well as new editions of the "Historical Atlas for Students" and the "Business Atlas of Economic Geography." The "Little Giant Atlas of the World," a low-priced atlas in a board binding, is a new-comer in the atlas field. The eighth edition of the "Mercantile Marine Atlas of the World" is now ready and is entirely down to date. Among the company's recent importations are the "London Times Atlas," "Philip's Handy General Atlas" and "Philip's Handy Volume Atlas."

Harcourt, Brace & Co.

Sales Department:
August H. Gehrs (Sales Manager.)
Edward Morehouse (Boston, Philadelphia and the Middle West.)
Desmond FitzGerald (Pacific Coast.)
George William Amis (Smaller Cities Middle West and East.)
F. T. J. Nunan (South and Texas.)

A new novel by Dorothy Canfield, "The Brimming Cup," the story of a tense dramatic conflict in a woman's life, heads Harcourt, Brace & Co.'s fiction list for the spring of 1921 followed by a psychic mystery story, "Out of the Air" by Inez Haynes Irwin. Their non-fiction list is as particularly strong as last year, including "Denmark, a Co-operative Commonwealth," an account of that new system of government, by F. C. Howe; "The Foundations of Sovereignty" by Harold Laski; "When Labor Rules" by J. H. Thomas, Secretary of the National Union of Railwaymen; and Bertrand Russell's criticism of Bolshevism, "Bolshevism: Theory and Practice." There will be additions from France and Italy to the *European Library* which was introduced a few weeks before Christmas by the significant novel, "The World's Illusion." For the internationally-minded reader, there will be a series of handbooks edited by G. Lowes Dickinson. In belles lettres, the books are mostly critical: a volume on "Modern British Literature" by Professor J. M. Manly and Edith Rickert of Chicago University, two books on the modern drama, and a new British poet in "Poems Old and New" by John Freeman. The publications of G. Bell and Sons of London for which Harcourt, Brace & Co. have just taken over the agency will add many notable names to their list: the *Bohn Libraries,* the long-awaited second volume of Beer's "A History of British Socialism"; a translation of Hegel's "The Philosophy of Fine Art"; a new edition of Witt's "How to Look at Pictures"; and Rose's "Napoleon." As their text-book list begins to be a significant part of their work, they plan to

FREDERICK G. ALLEN
Bookseller, Auburn, N. Y.

FREDERICK G. ALLEN, who comes from a bookish family, was born in Auburn. One of his grandfathers, E. B. Grandine, printed the first Mormon Bible at Palmyra, N. Y., and his father was a bookseller in Auburn for thirty years. He started with Irving H. Colwell, in 1899, and some years later bought out W. R. Keyes. He is a well-grounded bookman, and richly deserves the success he has already attained.

devote a good deal of attention during the coming year to developing that side of their business.

FICTION

The Brimming Cup. Dorothy Canfield.
Out of the Air. Inez Haynes Irwin.

HARRY SEALOVE

Representing Harper & Brothers

HARRY SEALOVE, who represents Harper & Brothers in New England and the State of New York, has been a salesman for more than eleven years, tho connected with the Harper house only about two years. He served in the "Fighting First Division" during the war in France, was wounded in action, and on his return to America he entered the publishing field.

NON-FICTION

The Story of the Woman's Party. Inez Haynes Irwin.
The Grange Master. J. Buell.
Hope Farm Notes. H. W. Collingwood.
Denmark, A Co-operative Commonwealth. F. C. Howe.
Bolshevism: Theory and Practice. Bertrand Russell.
The Foundations of Sovereignty. Harold Laski.
When Labor Rules. J. H. Thomas.

Harper & Brothers

Travelers:

Adam W. Burger (Boston, Philadelphia, Cincinnati, Chicago, Louisville, Indianapolis, St. Louis, Detroit, Cleveland, Pittsburg, Buffalo, Rochester).
James D. Blake (The Pacific Coast).
Claude Gittens (The South).
Harry Sealove (The New England States).
Earl F. Lederer (New York City and parts of New Jersey. Newark, Paterson, Hoboken. etc.)

Harper & Brothers have a long list of spring publications among which appear titles by many of the authors identified with this house. Alexander Black whose "The Great Desire" proved so popular has a new novel. "The Seventh Angel," its theme developed against a background of feverish New York of today. There is a characteristic western romance, by Zane Grey, and new novels by Fanny Hurst, Compton McKenzie, and Ruth Sawyer. A varied list of non-fiction includes W. L. George, William J. Long, John Spargo and other authors of distinction: A selection is given below:

FICTION

The Mysterious Rider. Zane Grey.
Star Dust. Fanny Hurst.
The Seventh Angel. Alexander Black.
Scattered Baines. Clarence Budington Kelland.
Rich Relations. Compton McKenzie.
The Silver Sixpense. Ruth Sawyer.
The Madonna of the Hills. Arthur Guy Empey.
Oh, Shoot! Rex Beach.
The Film Mystery. Arthur B. Reeve.
On Secret Service. W. N. Taft.

NON-FICTION

Hail Columbia. W. L. George.
Synonyms and Antonynms. F. Sturges Allen.
Why Die So Young? John B. Huber.
Europe's Morning After. Kenneth L. Roberts.
The People of Mexico. Wallace Thompson.
The Ways of the Circus. George Conklin.
The Jew and American Ideals. John Spargo.
The Lure of the Mediterranean. Albert Bigelow Paine.
From the Unconscious to the Conscious, Gustave Geley.
Aerial Observations. Holworthy Hall.
How France Built Her Cathedrals. Elizabeth Boyle O'Reilly.
First Aid to the Car. Harold Whiting Slauson.
A Stake in the Land. (Vol. IV, *Americanization Studies*). Peter A. Speek.
Immigrant Health and the Community. (Vol. V. *Americanization Studies*). Michael M. Davis, Jr.
Deeds of Heroism and Bravery.
Public Finances of Mexico. Walter Flavius McCaleb.
Russia To-day. H. N. Brailsford.
The Art of Public Speaking. Garrett P. Serviss.
The Other Wise Man (Spanish Ed.) Henry Van Dyke.
Howell's Tribute. Various Authors.
Principles of Banking. Willis.
Principles of Democracy. Holcomb.
Principles and Problems of Government. Haines.
Advanced Business Correspondence. Kilduff.
History of American Short Story. Pattee.
English for Beginners. Thompson.

JUVENILES

Harper's Handy Book for Girls. A. Frederick Collins.
Howard Pyle's Book of Pirates. Merle Johnson.
Catty Atkins, Riverman. Clarence B. Kelland.
The Making of Bobby Cullen. Percy Reese Fitzhugh.
Puss-in-Boots, Jr. and The Good Gray Horse. David Cory.
Puss-in-Boots, Jr., and Tom Thumb. David Cory.
Prince & Pauper (Modern Classics). Mark Twain.
Bubble Book No. 13. Ralph Mayhew.
Alice in Wonderland. Lewis Carroll.

Harvard University Press

The Harvard University Press announces on its preliminary spring list: "A Source Book of Occupations," a classified bibliography of vocational guidance, by Frederick J. Allen; "Manuale Scholarium," a lively account of mediaeval universities translated by Robert F. Seybolt from a famous work first published in Latin in 1481; "Organization of the Boot and Shoe Industry in Massachusetts Before 1875," results of a first-hand investigation which illustrate the evolution of modern industrial organization, by Blanche E. Hazard; "Printing Types: Their History, Forms, and Use," by D. B. Updike; "Secret Treaties of

Austria-Hungary, Vol. II," by Alfred F. Pribram; "John Wentworth," a beautifully illustrated biography of a colonial governor of New Hampshire, by Lawrence S. Mayo; "Angevin England and Scandinavia," the sixth volume in the series *Harvard Studies in Comparative Literature,* by Henry G. Leach; and "A Hundred Voices," by Kostes Palamas; translated by A. E. Phoutrides, a further selection from the poetry of a great modern Greek writer.

Norman W. Henley Publishing Co.

Travelers:

F. A. Coombs (Coast and West.)
R. F. Fenno (East.)
McClelland & Stewart (Canada.)
Hodder and Stoughton (London.)

The Norman W. Henley Co. announces the publication of the following new books:

Hints and Tips for Automobilists. Pagé.
The Modern Motor Truck. Pagé.
Applied Aero-Dynamics. G. P. Thompson.
Soldering and Brazing. R. F. Yates.
How to Make and Use a Small Chemical Laboratory. R. F. Yates.
Standard Electrical Dictionary. Sloane.
Design Data for Radio Transmitters and Receivers. Sleeper.
Experimental Wireless Stations. P. E. Edelman.
Radio Hook-Ups. M. B. Sleeper.
The Modern Electroplater. Kenneth M. Coggeshall.
Home Mechanic's Workshop Companion. Andrew Jackson.
Shop Practice for Home Mechanics. R. F. Yates.
Motor Boats and Boat Motors. Page and Leitch.
Motorcycles and Sidecars. (Revised and enlarged ed.) Page.
Modern Welding Methods. Pagé.

Henry Holt & Co.

Travelers:

Stanley Ward Walker (larger cities of Middle West, East and South).
Desmond FitzGerald (Pacific Coast).
Elliot Holt (Metropolitan district and New England).

Two outstanding titles on the spring list of Henry Holt and Co. are "The Old Man's Youth and the Young Man's Old Age," William De Morgan's last and largely autobiographical novel and Romain Rolland's latest novel, "Clerambault." Other high-lights are: Professor Chapman's "Trade Tests: The Scientific Measurement of Trade Profidiency"; Colonel E. L. Munson's "The Management of Men" which shows that mental state and human behavior can be comprehensively and effectively controled by the scientific application of the fundamental laws governing human nature itself; two new natural science books by Professor J. Arthur Thomson, author of "The System of Animate Nature," etc., an important "Life of Goethe," by P. Hume Brown, late Historiographer Royal for Scotland; a lively account of the "Women in the Life of Balzac," by Juanita H. Floyd, with an introduction by Balzac's niece, the Princess Radziwill; and a new edition of Robert Frost's "Mountain Interval."

FICTION

The Old Man's Youth and the Young Man's Old Age. William De Morgan.
Clerambault. Romain Rolland.
Meet Mr. Stegg. Kennett Harris.
The Grinding. Clara Goodyear Boise Bush.

NON-FICTION

Life of Goethe. P. Hume Brown.
Victor Hugo. Marie Duclaux.
Women in the Life of Balzac. Juanita H. Floyd.
The Control of Life. J. Arthur Thomson.
Natural History Studies. J. Arthur Thomson.
Ariosto, Shakespeare and Corneille. Benedetto Croce.
Trade Tests. J. Crosby Chapman.
The Management of Men. Col. E. L. Munson, U. S. A.
The Age of the Reformation. Preserved Smith.
Constitutional History of England. George B. Adams.
Mountain Interval. (New ed.) Robert Frost.

Houghton Mifflin Co.

Travelers:

Frank Bruce (New York and Philadelphia).
George H. Greer, Jr. (Chicago and principal cities of the Middle West).

ELLIOT HOLT
Representing Henry Holt & Company
ELLIOT HOLT, for a son of a prominent publisher, has had some lively experiences. He spent two and a half years along the cattle ranges of Arizona, hunted and fished thruout a large part of the country, made his school, baseball and track team, was "runner-up" in a State Golf Championship, and left Harvard in his junior year to sign up for war work in the aviation field. While in the service he taught hippology, equitation and horse-shoeing in France and Germany, showing the vicissitudes of *la guerre.*

William D. Love (Pacific Coast).
A. H. Leussler (New England, East and Middle West).
Theodore Freydenburgh (South and Middle West).

Features of Houghton Mifflin Co.'s spring list are: "The Peace Negotiations," by former Secretary-of-State Lansing, the real story of the Peace Conference told for the first time

by one of the actual commissioners; Eleanor H. Porter's "Sister Sue"; new novels by Maud Diver, Elsie Singmaster, William McCloud Raine, Leroy Scott, Countess Barcynska, Eugene M. Rhodes, Emma C. Dowd and Arnold Mulder; a study of the young girl of to-day by Ethel M. Kelley, entitled "Beauty and Mary

MILLICENT JACOBS
Buyer, Book Department, "The White House," San Francisco

MILLICENT JACOBS is a native Californian, who on graduating from the University of California started in the book business in a humble position under Gene Sommer at the "Emporium," San Francisco. She experienced the thrill of the "quake" and afterwards joined with H. S. Crocker Company. A few years with them put her in line for larger responsibilities, and while at the "White House" (Raphael Weill & Company) she succeeded Leon Archer when he came east to travel for a livelihood. She holds to the belief that the City of New York is the next best town to her beloved 'Frisco.

Blair"; an unusual first novel by Della MacLeod, and a romance of the French Revolution by Rafael Sabatini. The company also announces the taking over of the complete works of Miss Amy Lowell; the publication in May of a new volume entitled "Legends"; a West India travel book by Philip S. Marden, a new anthology by Mrs. Waldo Richards, the compiler of "High Tide," the second series of Professor Dickinson's "Chief Contemporary Dramatists," and new juveniles by William S. Hart and James Willard Schultz.

FICTION

Sister Sue. Eleanor H. Porter.
Beauty and Mary Blair. Ethel M. Kelley.
Gunsight Pass. William McCloud Raine.
Far To Seek. Maud Diver.
Ellen Levis. Elsie Singmaster.
Jackie. Countess Barcynska.
Scaramouche. Rafael Sabatini.
Stepsons of Light. Eugene M. Rhodes.
When Polly Was Eighteen. Emma C. Dowd.
A Lantern of Love. Della MacLeod.
The Sand Doctor. Arnold Muller.
Children of the Whirlwind. Leroy Scott.
The Golden Parrott. Frederic A. Fenger.

NON-FICTION

The Peace Negotiations. Robert Lansing.
Relief Administration. Thomas H. Dickinson.
A Journal of the Great War. Charles G. Dawes.
Legends. Amy Lowell.
Star Points. Mrs. Waldo Richards.
Chief Contemporary Dramatists. Thomas H. Dickinson.
Sailing South. Philip S. Marden.
Plantation Game Trails. Archibald Rutledge.
Scenario Writing Today. Grace Lytton.

JUVENILES

Injun and Whitey Strike Out for Themselves. William S. Hart.
The War-Trail Fort. James Willard Schultz.

B. W. Huebsch

Travelers:

Frederick Hope (New York and the East).
Desmond FitzGerald (West of Denver Pacific Coast).

A few outstanding titles from B. W. Huebsch's spring announcements are listed below:

A Journal to Rosalind. Anonymous.
Original Sinners. H. W. Nevinson.
Reminiscences of Tolstoy. Maxim Gorky.
Sun-Up. Lola Ridge.
Poems. Wilfred Owens.
The Invisible Censor. Francis Hackett.
An Introduction to Hindu Art. B. K. Sarkar.
The Beggar's Opera. John Gay.
Revolution and Democracy. Frederic C. Howe.
The Engineer and the Price System. Thorstein Veblen.
The Crisis in Russia. Arthur Ransome.

Hurst & Co.

Travelers:

Louis M. Levy (Large Eastern and Central West Cities, including New York City.)
Joseph G. Young (South, Eastern States and local territory adjacent to New York City.)
Floyd H. Nourse (Territory west of Mississippi River, Pacific Coast and Western Canada.)
Geo. J. Weinheimer (Central West).
H. M. Caldwell (Eastern Canada.)
Leslie G. Nourse (Large Cities of New York State and New England.)

Hurst & Co. announce a few additions to their large line of boys' and girls' copyrights including new titles in the *Carter Girls Books, Tucker Twin Books, and Molly Brown Series.*

George W. Jacobs & Co.

Travelers:

D. L. Macrae.
W. B. Applegate.

FICTION

Natalie Page. Katharine Haviland Taylor.
The Heaviest Pipe. Arthur M. Patterson.
The Panelled Room. Rupert S. Holland.
Our Mutual Friend. (Illustrated ed.) Charles Dickens.

MISCELLANEOUS

The Tagore Rubaiyat.

JUVENILES

Nancy. Shirley Watkins.
Ali Baba. (Illustrated ed.)

Marshall Jones Co.

Travelers:

F. A. Coombs (West and South).
Percy A. Loring (Eastern and New England States).

The Marshall Jones Co. announces:
Tommy Rhymes. Arthur V. Diehl.
The Life Indeed. John F. Genung.
Parties and Party Leaders. Anson D. Morse.
The Story of America in Italian and English. Alberto Pecorini.
The Story of America in Polish and English. Alberto Pecorini.
A Day in a Colonial Home. Della R. Prescott.
The Island of Elcadar. Icarus de Plume.
Essays in Biblical Interpretation. Henry Preserved Smith.

Alfred A. Knopf, Inc.

Travelers:
Alfred A. Knopf (Chicago).
John J. Mullen (larger New England and Middle Western cities and the South).
Desmond FitzGerald (the West, including Denver).
W. C. Bell (Canada).
L. Stuart Rose (New York City and the Metropolitan districts).
George W. Amis (smaller New England and Middle Western towns).
H. M. Snyder (Orient).

Most conspicuous among the thirty titles announced by Alfred A. Knopf this spring is the authorized American edition of "Growth of the Soil," the novel which probably won Knut Hamsun the Nobel prize for literature for 1920. Other fiction leaders include a novel by a young English writer, G. B. Stern much praised by H. G. Wells, a new detective story by the author of "The Temple Murder," and a serious fictional presentment of American life entitled "Zell" by Henry G. Aikman. George Nathan's "The Theatre, The Drama, the Girls" and "American English" by Gilbert M. Tucker, a new work somewhat along the lines of H. L. Mencken's "The American Language" are among the important non-fiction.

FICTION

Growth of the Soil. Knut Hamsun.
The Orange Yellow Diamond. J. S. Fletcher.
Debatable Ground. G. B. Stern.
The House by the River. A. P. Herbert.
Zell. Henry G. Aikman.
The Wine of Life. Arthur Stringer.

NON-FICTION

The Theatre, the Drama, the Girls. George Jean Nathan.
American English. Gilbert M. Tucker.
Psychoanalysis, Sleep and Dreams. André Tridon.
Supers and Supermen. Philip Guedalla.
The Mystic Warrior. James Oppenheim.

Laird & Lee, Inc.

Travelers:
John D. McGrew, general representative.
M. S. Atwood, educational department.
F. J. Schulte, editorial department.

Laird & Lee announce, in addition to new revisions of their regular line of dictionaries, diaries and handy reference books, a new line of de luxe diaries and complete revisions of several of their popular mechanical books. The "Desk Webster" will be issued in a new form, and there will also be a new and handsome "Reference Edition," for home and office use, of the "Laird and Lee Standard Webster's Dictionary." Conklin's "Manual" will be combined with Edison's "Encyclopedia" in an entirely new volume. The presentation of several of Opie Read's stories in the moving pictures has necessitated new editions of his novels, which will soon be ready. There will also be new editions of "Back to the Republic" by Harry F. Atwood, and "Vanishing Landmarks" by Leslie M. Shaw.

John Lane Co.

Travelers:
Charles C. Giffin (New York, Boston, Philadelphia, Baltimore, Washington, Chicago).
Wallace Wachob (Pacific Coast and Southwest).
John J. Mullen (Middle West and South).
G. W. Amis (Middle West and New England).

The John Lane Co. once more heads its spring list with a new novel by W. J. Locke. Other new books from popular authors of the house are also announced.

FICTION

The Mountebank. W. J. Locke.
The Passionate Puritan. Jane Mander.
My Orient Pearl. Charles Colton.
The Golden Shoe. Justin Huntly McCarthy.
Rogues & Company. Ida A. R. Wylie.
The Dark Geraldine. J. A. Ferguson.
The Trusty Servant. G. V. McFadden.

WALTER PETTIBONE
Pettibone-McLean Company, Dayton, Ohio
WALTER PETTIBONE, who is conducting a real bookstore in Dayton, began business life with Robert Clarke Company, and later under John G. Kidd. To widen his knowledge of the pleasures of bookselling, he traveled for a short period for George W. Jacobs & Company and Stewart & Kidd Company, covering important territory. Since 1917 he has been in business for himself—and he knows his business.

NON-FICTION

An African Adventure. Isaac F. Marcosson.
The True Story of the Empress Eugenie. Count de Soissons.

The Earthen Vessel. Pamela Glenconner.
Japanese Impressions. Paul-Louis Couchoud. Translated by Frances Rumsey. With a Preface by Anatole France.
Authors and I. C. Lewis Hind.
Art and I. C. Lewis Hind.
Shadows. Alma Newton.
Ancestors in Silhouette. Cuts by August Edouart. Illustrative notes and biographical sketches by Mrs. F. Nevill Jackson.

J. B. Lippincott Co.

Travelers:

Horace S. Ridings (New York, Boston, Chicago).
Thomas H. Clagett (Southwest, California, east to St. Louis, New England, Canada.)
Herbert M. Gaskill (South, Middle West. New York, Philadelphia, and Pennsylvania).

ARTHUR H. THORNHILL
Representing Little, Brown & Company

ARTHUR H. THORNHILL is one of the youngest—and certainly one of the most enthusiastic—travelers in the book-trade. He was born in Massachusetts, and eight years ago entered the wholesale department of Little, Brown & Co. After a thoro training he was added to the sales force about two years ago, where his engaging personality and obliging manner have made for him a host of well wishers. He will cover New England, part of the East and the Middle West.

Solomon J. Weible (points in Pennsylvania and Ohio, Michigan, Indiana, W. Va., Maryland, and Virginia).

J. B. Lippincott Co. heads its spring fiction list with a new Fleming Stone detective story by Carolyn Wells "The Mystery of the Sycamore," to be followed shortly by "The Tryst," by Mrs. Grace Livingston Hill, (Lutz) and a new story by Dr. Burris Jenkins of the Kansas City *Post*, entitled "Princess Salome, A Tale of the Days of Camel-Bells," suggestive in character presentation and descriptions of the period of "Ben Hur" and "Quo Vadis." The firm announces a profusely illustrated work on "Irish Glass" and additions to many of its series of educational and technical books.

FICTION

The Mystery of the Sycamore. Carolyn Wells.
The Tryst. Grace Livingston Hill (Lutz).
Princess Salome. Burris Jenkins.

NON-FICTION

Training for Librarianship. J .A. Freidel.
A Textbook of Gymnastics. J. A. Knudsen.
Irish Glass. M. S. Dudley Westropp.
A Diplomat in Japan. Sir Ernest Satow.
Woodwork Joints.
Fretwork, Fretcutting.
How to Teach Agriculture. Storm and Davis.
Geography, Physical, Economic, and Regional. J. F. Chamberlain.
Agricultural Economics. Professor Boyle.
Vocational Chemistry. J. J. Williaman.

Little, Brown & Co.

Travelers:

Andrew D. Pierce (South and Pacific Coast).
Frank Jones (Chicago and principal cities of East and Middle West).
Joseph F. Greene (New York City, Boston and Philadelphia).
Arthur H. Thornhill (New England and part of East and Middle West).
William T. Hopkins, Jr. (Boston and part of Middle West).

Little, Brown & Co. resumed publication early in January with "Cow Country" by B. M. Bower, a popular writer of western tales and "The Next Corner," a dramatic story of married life, by Kate Jordan. On February 11 they published a new E. Phillips Oppenheim novel, "Jacob's Ladder" and Edison Marshall's "The Strength of the Pines," written in a similar vein to his noteworthy "The Voice of the Pack" of 1920. For March they announce a new Cape Cod novel by Sara Ware Bassett and a western romance, "The Knight of the Lonely Land." A new story of animal life by Hal G. Evarts, author of "The Cross Pull," will appear in April.

FICTION

The Strength of the Pines. Edison Marshall.
The Yellow Horde. Hal G. Evarts.
The Next Corner. Kate Jordan.
Jacob's Ladder. E. Phillips Oppenheim.
Flood Tide. Sara Ware Bassett.
Cow-Country. B. M. Bower.
The Cross-Cut. Courtney Ryley Cooper.
The Gallant Rogue. Burton Kline.
The Knight of Lonely Land. Evelyn Campbell.

THE DRAMA

Little Theater Classics, Volume III. Samuel A. Eliot, Jr.

JUVENILES

Lightfoot the Deer. Thornton W. Burgess.

Longmans, Green & Co.

Travelers:

Theodore F. Pike (East and Middle West).
Wallace Wachob (Far West).

Longmans, Green & Co. are featuring a new Rider Haggard novel, "She and Allan," and "Strayaways," by E. O. E. Sommerville and Martin Ross.

Lothrop, Lee & Shepard Co.

Travelers:

John E. Lander (New York City and East).
L. W. Adams (Chicago and West).

Lothrop, Lee & Shepard Co. announce among its spring leaders a new novel, "Journey's End," by Edna A. Brown author of the mystery novel, "That Affair at St. Peter's"; another of Dr. Francis Rolt-Wheeler's books of historical interest, "Book of Cowboys" and "Heroines of History and Legend," a new collection of literary gems for which Elva S. Smith of the Carnegie Library, Pittsburgh, is noted. Of importance to the juvenile trade is "Stories Always New" illustrated in color and selected and arranged by Cora Morris, a well-known story teller for children. This year's policy will be to issue only such books as are beyond question not only worth publishing, but worth producing with unusually attractive features.

The Macaulay Company

Travelers:

Edward I. Furman (South and large cities East and Middle West.)
F. A. Coombs (West of Denver.)
A. Lowenthal (Southwest.)
L. S. Furman (New York and New England.)

The Macaulay Co.'s fiction list is headed by a tale of intrigue, plot and counterplot, "The Intriguers" by William Le Queux followed by a new Maurice Leblanc mystery story and other romances. Five new titles have been added to its juvenile series, Clifton Johnson's *Bedtime Wonder Tales.*

FICTION

The Intriguers. William Le Queux.
Get Your Man. Ethel and James Dorrance.
The Three Eyes. Maurice Le Blanc.
Queenie. Wilbur Finley Fauley.
Daughters of Heaven. Victoria Cross.
John Rutland's Romance. J. Percival Bessell.

Robert M. McBride & Co.

Travelers:

Guy Holt.
Wallace Wachob.

Robert M. McBride & Co. feature a new fantastic romance by James Branch Cabell, the first book written by Mr. Cabell since "Jurgen," new novels by Anthony Pryde, H. de Vere Stacpoole and Isabel Ostrander.

FICTION

Figures of Earth. James Branch Cabell.
Jenny Essenden. Anthony Pryde.
Satan. H. de Vere Stacpoole.
Crimson Blotter. Isabel Ostrander.
Man in the Jury Box. Robert Orr Chipperfield.

NON-FICTION

Foundations of Feminism. Avrom Barnett.
Some Modern French Writers. G. Turquet-Milnes.
Posthumous Essays in Mental Science. T. Troward.
The Faith that Heals. Fenwicke L. Holmes.

The James A. McCann Co.

Travelers:

James A. McCann (East.)
Frank A. Coombs (West.)
George W. Amis (Smaller towns.)

The James A. McCann Co. features this spring Robert Simpson's "Swamp Breath," a story of a beautiful woman and her lovers, set in the heart of Africa; Eleanor Mordaunt's "The Little Soul"; Charles Kenmore Ulrich's story of the Southwestern desert, "The Wolf of Purple Canyon"; and Luke Allan's "Blue Pete: Half-Breed," a Canadian Northwestern story. Non-fiction leaders are: Dr. Sigmund Freud's "Dream Psychology," psychoanalysis for beginners; W. O. Woodward and George A. Fredericks' much demanded window display book, "Selling Service With the Goods"; and Robert Lemmon's (editor of *House and Garden*) well illustrated book, "Fortnights in My Garden." These are only a part of the company's spring publications.

J. CAMPBELL KEMP

Buyer, Book Department, Joseph Horne Co., Pittsburgh

J. Campbell Kemp in early life was a schoolmaster and was made County Superintendent of Schools in Brooke County, West Virginia, at the early age of twenty-one. He has been connected with the Horne Company for twenty years, during the past eleven, as buyer of the book department. He has studied department store management from every angle, and withal is rated as one of the most popular men in the big house.

A. C. McClurg & Co.

Travelers:

A. Wessels (Eastern Territory.)
R. A. McNally (California and the Coast states.)
J. L. Crowder (Middle West.)

A. C. McClurg & Co. announce a new Tarzan story by Edgar Rice Burroughs, the date not yet determined, and the following titles:

FICTION

The Bar-20 Three. Clarence E. Mulford.
The Flockmaster of Poison Creek. George W. Ogden.

NON-FICTION

Better Citizenship through Art Training. Minna McLeod Beck.
Rural Problems in the United States. James E. Boyle.
Sympathy and System in Giving. Elwood Street.

The Macmillan Co.

Travelers:

William P. Albrecht, sales manager (Boston, Philadelphia.)
Peter P. Mulligan (New York City, specials.)
Charles Trenckle (New York City.)
J. T. Collins (New York City.)
Richard B. Christie (New York City.)
William R. Kohr (Chicago, territory east of Chicago.)
John Hamer (Chicago, territory west of Chicago.)
Fred H. Fassett (Coast.)

The Macmillan Co. has established a trade department to operate thru the Chicago office with Denton H. Sparks at its head. William R. Kohr and John Hamer are also connected with the Chicago office. The Macmillan spring list is, as usual, varied and distinguished by authors of prominence. Among the fiction leaders are a new novel by Sir Harry Johnston, the scene laid in South Africa, which was also the setting for a part of his "Gay-Dombeys"; an Onions mystery story, the first to appear for some time; a surprise from Eden Phillpotts in the form of a ghost story; and a collection of Stacy Aumonier's short stories. "Modern Democracies," by Viscount Bryce, heads the department of history and public affairs, followed by new books by H. G. Wells, Israel Zangwell and an intimate biography of Roosevelt by William Allen White. In poetry and drama appear the names of Padraic Colum, Edwin Arlington Robinson, Masefield and Yeats. Religious books, college and business books and other departments have equally important additions. There are also many new importations.

FICTION

The Man Who Did the Right Thing. Sir Harry Johnston.
A Case in Camera. Oliver Onions.
The Grey Room. Eden Phillpotts.
The Golden Windmill. Stacy Aumonier.
In His Own Image. Mary Briarly.
As It Was in the Beginning. Arthur Train.
The Golden Answer. Sylvia C. Bates.
My South Sea Sweetheart. Beatrice Grimshaw.
Timber Wolves. Bernard Cronin.
Folks. Victor Murdock.
Terry: A Tale of the Hill People. C. G. Thomson.

NON-FICTION

Modern Democracies. Viscount Bryce.
The Salvaging of Civilization. H. G. Wells.
The Voice of Jerusalem. Israel Zangwill.
Collected Works of Lord Morley, 15 v.
What Shall I think of Japan. George Gleason.
Old Creole Families of New Orleans. Grace King.
Industrial Government. John R. Commons.
A Bill of Divorcement. Clemence Dane.
Avon's Harvest. Edwin Arlington Robinson.
Dramatic Legends and Shorter Poems. Padraic Colum.
Essays on Modern Dramatists. William Lyon Phelps.
A Dictionary of Religion and Ethics. Shailer Mathews and Gerald B. Smith, eds.
What Christianity Means to Me. Lyman Abbott.
The New Light on Immortality. John Herman Randall.
Our Fight, Too. Owen Wister.
Thought Relics. Rabindranath Tagore.

JUVENILES

Peeps at Many Lands Series. American ed.
Charles G. D. Roberts' Stories. New eds.
The Star People. Gaylord Johnson.

Magazine of Wall Street

Travelers:

F. J. Sloane (Eastern Territory).
C. J. Rose (Mid-Western Territory).
F. A. Coombs (Far West and Pacific Coast Territory).

G. & C. Merriam Co.

G. & C. Merriam Co. will devote its energies, as usual, to the complete line of Merriam-Webster dictionaries. The traveling for the coming year will be done by Winthrop C. Short and Harris Baker, covering the book-trade of the United States and Canada, with William H. Maddock in the educational field.

Moffat, Yard & Co.

Travelers:

John H. Apeler (Larger cities in the East and Middle West.)
Howard W. Cook (East and Middle West, and South.)
Wallace Wachob (Coast and South.)

Moffat, Yard & Co. announce "The Jugglers" by Ezra Brudno, the story of a young lawyer who wages war against corrupt judges. Their non-fiction includes:

NON-FICTION

The Dominant Male. Arnold Daly.
Poems. Haniel Long.
Economic Causes of Modern Wars. M. A. Bakeless.
Carpentry for Beginners. John D. Adams.
Abnormal Psychology. Dr. Isador H. Coriat.

PETER P. MULLIGAN

Representing The Macmillan Company

PETER P. MULLIGAN grew up from boyhood with the Macmillan Company. He represents his house in the Metropolis, and also finds time to develop "special" fields for the distribution and circulation of its numerous and varied publications. During the war he served with the A. E. F. in France, an experience that adds to his value as a salesman.

The First One Hundred Noted Men and Women of the Screen. Carolyn Lowrey.
Parenthood and Race Culture. Caleb Williams Saleelby.
Nervousness. Alfred T. Scolfield.

Thomas Nelson & Sons

Travelers:
H. B. Smith (East and Pacific Coast).
J. J. Hamilton (South).
George F. Bachmann (Chicago and Middle West).
Thomas MacLaren (Middle West).
Thomas F. Kyle (New York City and Metropolitan District).
Willard T. Dickerson, Jr., (New York State and New England).

Thomas Nelson & Sons announce the addition of three new volumes to their India Paper Standard Authors: "Epictitus," "Marcus Aurelius" and Bacon's "Essays.' These volumes will be made up in the New Century style, full smooth leather covers, and also in the Edition De Luxe, full black Morocco covers, both with flexible binding. They also announce the addition of fine leather bindings to their line of Prayer Books and new hymnals for use by the Episcopal Church, as well as new styles in their Bible and Testament line. They have arranged for a number of new titles in the Nelson juvenile and toy books for children, and several additions to their miscellaneous list.

The New York Book Co.

Travelers:
A. J. and E. L. Zerbe (Large cities and Eastern territory.)
A. L. Lowenthal (Texas, Oklahoma, Florida.)
G. H. Quackenbush (The Southeastern States.)
O. J. Bailey (Illinois, Iowa, Michigan, Minnesota, North and South Dakota and Wisconsin.)
J. T. Ellingwood (Pennsylvania, Ohio, West Virginia, Indiana, Kentucky, Tennessee.)
A. N. Hasenkamp (Idaho, Colorado, Nevada, Oregon, Utah, Wyoming.)
Floyd H. Nourse (Arizona, California, Idaho, Montana, Kansas, Colorado, Nebraska, New Mexico, Oregon, Washington, Utah, Missouri.)

The New York Book Co. has materially increased its toy book line and has added picture books, paint books and cut-outs. "The Six Chicks," a series of four books in color, will be published early in the year. Illustrations for 1921 books have been made by Maud and Mischa Petersham, Bertha and Elmer Hader, Frank Godwin and others. The company has also in preparation a series of "Stories of the Fox Meadow People" to be illustrated in color and black and white.

The Nourse Co.

Travelers:
Leslie G. Nourse (Large cities of New York and New England.)
Louis M. Levy (Large Eastern and Central-West Cities, including New York City.)
Joseph G. Young (South, Eastern States and local territory adjacent to New York City.)
H. M. Caldwell (Eastern Canada.)
Floyd H. Nourse (Territory west of Mississippi River, Pacific Coast and Western Canada.)
Geo. J. Weinheimer (Central West).

The Nourse Co. will add six new titles to its *Something-To-Do Books.* The firm also announces the second volume in the *What I Can Do With My Hands Books,* "Sewing Without Mother's Help," and other items.

WILLARD T. DICKERSON
Representing Thomas Nelson & Sons
WILLARD T. DICKERSON, after completing his education at Cornell and St. Lawrence, became associated with Thomas Nelson & Sons as a member of the Research Staff, maintained by the company for the service of subscribers to Nelson's Loose-Leaf Encyclopaedia. He gave up this work to join the Nelson selling forces, and is now in his second successful year on the road.

Oxford University Press

Travelers:
C. C. Schepmoes.
D. I. MacFadyen.
Charles Korbel.
Arthur J. Hammen.
Frank J. Guck.
Joseph V. Heaney.
Arthur A. Ulrich.

The Oxford University Press announces "The Sounds of Standard English" and "Epochs of Italian Literature" among the first volumes in the *Oxford Language and Literature Series,* which has been designed to provide short introductions to all the great literatures of the world. "A Philosophic View of Reform" is a hitherto unpublished prose work of Percy Bysshe Shelley. Ward's "Ways of Life" is a stimulating little work on ethics for the layman rather than the scholar. Other

new works promised shortly are the "Book of Great Composers," a book on musical appreciation for young people; "Rites of the Twice Born" by Mrs. Stevenson, deals with the ritual of Brahmanism and Rabbi Hertz's "Books of Jewish Thoughts," which reflects the achievements of Judaism from the earliest times to the present day. A new translation by Gilbert Murray of Aeschylus' Agamemnon has just been issued. The readers of the Scofield

BRADEN CALDWELL
Representing Reilly & Lee Company

BRADEN CALDWELL, the latest addition to the selling staff of Reilly & Lee Company, had his training as a bookman in several cities and with some notable houses. He has been with W. K. Stewart Company and Bobbs-Merrill Company, of Indianapolis, Stewart & Kidd Company of Cincinnati, and Kooch's International Book Store, Chicago. This schooling is a valuable asset, and should bring out the right kind of "pep" for successful work.

Reference Bible will be glad to learn that the Scofield Reference New Testament and Book of Psalms is just ready. There are eleven different styles of binding and it is to be had on both white and the Oxford India papers. Another new feature in the Oxford line are the combination sets of Oxford Prayer books and the New Hymnal made in a number of types and a large variety of leather bindings. The two larger editions of the New Hymnal are made with the words and music.

The Page Company

Travelers:

William Cameron Robinson (New York, Philadelphia, and principal cities in the Middle West including Chicago).
Alban P. Roche Canada and the Pacific Coast).
Lothrop, Lee & Shepard Co. announces and smaller cities in the Middle West).
James F. Weston New York State and Pennsylvania).
Miss Agnes G. Dowd (part of New England).

The Page Co.'s announcement includes "The Princess Naida" by Brewer Corcoran," a novel dealing with the life of European royalty in exile in Switzerland; a new book by Mrs. Larz Anderson, "Dolly the Diplomat;" a new volume in *Our Little Cousins of Long Ago Series,* "Our Little Crusader Cousins." by Evaleen Stein; and a sequel to "Smiles" by Eliott H. Robinson.

The Penn Publishing Co.

Travelers:

Charles C. Shoemaker (New York and Boston.)
Frank W. Shoemaker (Other large cities and Pacific Coast.)
Fred Krauss (South, Middle West and New England.)

The Penn Publishing Co. will publish early in the spring two new novels, "Through Mocking-Bird Gap," by Jarvis Hall, a story of New Mexico and the Mexican border; and "The Husband Test," a satire on life of the average temperamental artist in Greenwich Village, by Mary Carolyn Davies, the well-known poetess.

The Pilgrim Press

The Pilgrim Press will be represented this year by Chas. W. Shull both East and West. in conjunction with the United Religious Book Agency.

Isaac Pitman & Sons

Travelers:

P. C. Leadbeater (New York City, East.)
D. H. Martin and J. Bryant (New York City.)
A. C. McClurg & Co. and Robert S. Leete & Co. (Chicago, Middle West.)
Wallace Wachob (Pacific Coast.)
F. F. Hansell & Brother, New Orleans, La. (South.)

Isaac Pitman & Sons include in their spring announcement of business, shorthand, educational and technical works, the following:

Aeroplane Structural Design. T. H. Jones.
Belts for Power Transmission. W. G. Dunkley.
Brief Rules in Isaac Pitman Shorthand. Charles Miller.
Cermaic Industries Pocket Book. A. B. Searle.
The Clothing Industry. B. W. Poole.
Commodities of Commerce. J. A. Slater.
Electric Lamp Industry. G. Arncliffe Percival.
Electrification of Railways. N. F. Trewman.
Engraving. T. W. Lascelles.
Files and Filing (Tools). C. Fremont.
Furs and Furriery. Cyril J. Rosenburg.
Hydro-Electric Development. J. W. Mears.
Lead, Including Lead Pigments and the Desilverisation of Lead. J. A. Smythe.
Motor Road Transport. John Phillimore.
New German Grammar. John Keegan.
Perfumery. E. J. Parry.
Pitman's Shorthand Drill. Charles L. Frack.
Photographic Technique. L. J. Hibbert.
Plywood & Glues, Manufacture and Use of. E. C. Boulton.
The Steam Locomotive. E. L. Ahrons.
Stones and Quarries. J. Allen Howe.

Telegraphy, Telephony and Wireless. J. Poole.
Telegraphy. T. E. Herbert.
Textile Calculations. W. H. Whitwam.
Water Power Engineering. F. F. Fergusson.

James Pott & Co.

Travelers:
Frederick W. Hallam (large Eastern cities.)
Charles R. Duryea (Western cities.)
William G. Chase (South.)
William L. Mezger (Far West.)
W. W. Silver (Middle West.)
Charles B. Steele (Texas.)

James Pott & Co., in addition to their large line of Bagster and Cambridge Bibles, Testaments, will feature this year the new edition of the Episcopal Prayer Book and Hymnal.

Princeton University Press

The Princeton University Press is represented by Elmer C. Nelson. The Press announces "The First Crusade," eye-witness accounts translated from the original and edited by August C. Krey; "Pots and Pans," studies in still-life painting, by Arthur Edwin Bye; "The Latent Causes of Insanity," by Henry A. Cotton, medical director of the New Jersey State Hospital; "Civilization and Philosophy in the Middle Ages," by Maurice De Wulf; "A Lithuanian Etymological Index," by Harold H. Bender; and the ninth volume of the *Princeton Monographs*, "Benedetto and Santi Buglioni," by Allan Marquand, professor of art and archaeology, Princeton University.

JOHN S. NEUMAN
Representing Rand, McNally & Company
JOHN S. NEUMAN, one of the newer representatives of Rand, McNally & Company, will get his training in salesmanship under Joseph E. Goodwin, whom he will assist in the Eastern territory during the current year.

G. P. Putnam's Sons

Travelers:
Robert Gordon Anderson
Henry L. Allison
Phillip M. Anderson
Thomas J. Smith

The Putnam announcements for the spring cover an unusually varied range of subjects. Some of the especially interesting titles are: "The Bad Man," by Charles Hanson Towne, after the play by Porter Emerson Browne; "Further E. K. Means," more entertaining negro stories; "Prairie Flowers," another Hendryx Western story; "Mirrors of Downing Street," a collection of vivid character studies of such men as Asquith, Kitchener, by an anonymous author; a collection of Ethel M. Dell's short stories; a new novel by J. D. Beresford; and a new Peggy Stewart story by Gabrielle Jackson.

FICTION

Further E. K. Means.
The Blue Wound. Garet Garrett.
The Bad Man. Charles Hanson Towne.
Wooden Crosses. Roland Dorgeles.
Babel and Other Stories. Hugh M. Kahler.
Sons of the Sea. Raymond McFarland.

NON-FICTION

Enter Madame. Gilda Varesi and Dolly Byrne.
Motor Camping. Elon Jessup.
Teeth and Health. Drs. Ryan and Bowers.
Twenty Years of Balkan Tangle. M. Edith Durham.
Orders, Decorations and Insignia, Military and Civil. Robert E. Wyllie.

Rand McNally & Co.

Travelers:
Joseph E. Goodwin (Eastern territory as far west as Detroit, Mich., also the Eastern Southern States.)
John S. Neuman (assisting Mr. Goodwin in the Eastern States.)
Henry M. Lamb (Central States.)
Raymond A. McNally (Pacific Slope and Southwestern States.)

Rand McNally & Co. have not materially changed their lines for 1921 and will continue to publish their full line of juveniles, educational books, maps and atlases. There will be a number of new titles in both the juvenile and educational lines, as well as many new maps and a complete line of new atlases.

The Reilly & Lee Co.

Travelers:
William F. Lee (large cities of the East, and Chicago.)
Samuel H. Darst (larger cities in the Central West.)
Clement F. Benoit (New England, the Southwest and the Pacific Coast.)
George J. Lea (Central and Southeastern States and Middle States.)
Braden Caldwell (Middle Western States.)

The Reilly & Lee Co. will publish, May 1, "When Day Is Done," a new book of verse by Edgar A. Guest; March 1, "Chick Evans' Golf Book," a real golf story by the caddie who became champion; and "Vitalic Breathing," by Thomas R. Gaines, revealing a novel

system of winning and keeping perfect health. "White Dominoes," a detective-mystery story, by Florence M. Pettee, appears Feb. 15. In "America's Duty" Major General Leonard Wood discusses the lessons for the nation in the World War. There will be a new Oz book May 1, "The Royal Book of Oz," and a new Teenie Weenie book, "The Teenie Weenies Down the River," and also "The Teenie Weenie Mother Goose," with illustrations by William Donahey. The R. & L. graduation book line is larger than ever.

GRACE L. THOMPSON
Buyer at L. S. Ayres & Company, Indianapolis

GRACE L. THOMPSON is a born bookman. In her school days she did library work, and after graduation joined with W. K. Stewart Company and studied bookselling, fore and aft, under Fred Melcher. She accepted the position of buyer for the book department at L. S. Ayres & Company on the first of January this year, and is now in a position to make good as a manager.

Fleming H. Revell Co.

Travelers:

Fleming H. Revell, Jr.
W. H. Mook, Jr.
Hobart T. Olsen.

A new volume of P. Whitwell Wilson's "Unforgettable" books entitled "The Vision We Forget" heads the spring list of the Fleming H. Revell Co. "Evangelistic Preaching" by President Ozora S. Davis of Chicago Theological Seminary; Paterson-Smyth's "Life of Christ;" "Charlie Alexander" by Philip I. Roberts; "Personal Recollections of Andrew Carnegie" by Frederick Lynch; "Sunny Windows" by W. Russell Bowie; "What Did Jesus Really Teach About Prayer?" by Edward L. Pell; "Evangelism" by William E. Biederwolf; Margaret E. Sangster's new novel, "The Island of Faith;" and "The Case of Korea" by Henry Chung are some other conspicuous titles.

The Ronald Press Co.

Travelers:

Charles P. Calhoun (manager of trade sales.)
J. L. Clark (New York City and New England.)
Hugh S. Pratt (Middle Atlantic and Middle West.)

The Ronald Press announces the following for early publication:

Financing an Enterprise. Hugh R. Conyngton.
Applied Business Mathematics. E. I. Edgerton and W. E. Bartholomew.
Practical Accounting Problems. Paul J. Joseph Esquerre.
Mathematics of Business. H. A. and Walton S. Finney.
Practical Bank Operation. L. H. Langston.
Banking Practice. L. H. Langston and N. R. Whitney.
Time Study and Job Analysis: Practical Application. W. O. Lichtner.
Federal Excess Profits Tax, 1921. R. H. Montgomery.
Federal Income Tax Procedure, 1921. R. H. Montgomery.
N. Y. State Income Tax Procedure, 1921. R. H. Montgomery.
Trade Associations. E. H. Naylor.
Personnel Relations in Industry. A. M. Simons.
Theory and Practice of Banking. R. B. Westerfield.

The Saalfield Publishing Co.

Travelers:

A. G. Saalfield.
Ben Spero.
H. E. Tucker.
M. G. Field.
Paul W. Rolley.
A. J. Saalfield, Jr.
George W. Webster.
E. Bergmann.
F. A. Broe.

The Saalfield Publishing Co. announces another "Billy Whiskers" volume and two new school memory books, "Happy School Memories" and "School Memory Book," each title made in two styles of binding. This house will also issue a large number of new toy books for tiny children as well as some most attractive painting and drawing books.

Charles Scribner's Sons

Travelers:

Melville Minton (Boston, Philadelphia, Chicago and part of Middle West and New England.)
A. S. Knapp (Middle West and Southwest.)
F. H. Marling and H. C. Bauer (New York City.)
W. O. Baker (Pacific Coast.)
C. E. Connolly (South.)

Charles Scribner's Sons spring fiction leaders are new novels by Jackson Gregory, Arthur Train and Louis Dodge; among biographies is Royal Cortissoz's "Life of Whitelaw Reid," which contains many interesting disclosures of the politics and social life from Civil War days until the great editor's death; among other serious books is Professor John M.

Tyler's "New Stone Age in Northern Europe," which promises to continue the highly successful popular line of works of prehistory which began with Professor Osborne's "Men of the Old Stone Age"; an account of the work of the Children's Court by its presiding justice, Judge Hoyt, called "The Quicksands of Youth"; and as a new addition to the line of business books, "A Short Course in Advertising," by Alex. Osborn, of the advertising firm of Barton, Durstine & Osborn.

FICTION

Erskine Dale-Pioneer. John Fox, Jr.
Montagu Wycherly. L. Allen Harker.
This Little World. Florence Olmstead.
Uncle Bijah's Ghost. Jennette Lee.
Pagan Fire. Norval Richardson.
Tawi Tawi. Louis Dodge.
By Advice of Counsel. Arthur Train.
The Fire Bringers. Francis Lynde.
Desert Valley. Jackson Gregory.

NON-FICTION

The Life of Whitelaw Reid. Royal Cortissoz.
The Senate of the United States. Henry Cabot Lodge.
Life of Joseph Hodges Choate. Edward S. Martin.
Great American Issues. John Hays Hammond and Jeremiah W. Jenks.
New Stone Age in Northern Europe. John M. Tyler.
Quicksands of Youth. Franklin Chase Hoyt.
Human Behavior. Stewart Paton.
How to Appreciate Prints. Frank Weitenkampt.
The Art of Letters. Robert Lynd.
The Poems of Corinne Roosevelt Robinson.
Shakespeare from Betterton to Irving. George C. D. Odell.
A Short Course in Advertising. Alex Osborn.
Basketball. Charles D. Wardlaw and Whitelaw R. Morrison.
Training for Sports. Walter Camp.
The Engineer. John Hays Hammond.
The Teacher. F. B. Pearson.
Manon Phlipon Roland. Evangeline W. Blashfield.
The Well-Considered Garden. Mrs. Francis King.
Conservation of the Wild Life of Canada. C. Gordon Hewitt.
Mountain Craft. Geoffrey Winthrop.
Strange Adventures of a Pebble. Hallam Hawksworth.
History of the Association Psychology. Howard C. Warren.

Thomas Seltzer, Inc.

Travelers:
F. J. Sloane (East and Middle West).
Wallace Wachob (San Francisco and Pacific Coast).

Thomas Seltzer's most important spring publications are, in fiction," The Lost Girl" and "Women In Love," both by D. H. Lawrence. "The Passionate Spectator" by Jane Burr, and "Invisible Tides" by Beatrice Kean Seymour; in non-fiction, "Romain Rolland: The Man and His Work" by Stefan Zweig, "After the Peace" by H. N. Brailsford; "A Policy for the Labour Party" by J. Ramsay MacDonald, "The Tragedy of the Peace" by Georg Brandes, "The Creed of a Fighter" by Henri Barbusse, "Psychoanalysis and the Unconscious" by D. H. Lawrence, and "The Making of a Man: Letters from a Father to a Son" by Joseph Appel; "The Anglo-American Future" by A. G. Gardiner; and "Satanism and the World Order, a defence of the capitalist system" by Gilbert Murray.

A. W. Shaw Co.

Travelers:
Francis J. Sloane (East.)
Edward J. Flynn (West.)
Frank A. Coombs (Pacific Coast and South.)

The A. W. Shaw Co. will feature its "The Business Philosophy of Moses Irons," by Daniel Louis Hanson, during the next season, and among its standard books "Bookkeeping and Accounting Practice," by S. R. Hoover. The company has prepared a special selling help in the form of a display case for *System's "How" Book Series,* which holds twenty-four books.

DAVID BUIST
Manager, Arcade Book Shop, St. Louis

DAVID BUIST was born in the land of the Bonnie Brier Bush. His schooling has been successively with the Baker & Taylor Company, the Presbyterian Board, New York, and H. and W. B. Drew Company, Jacksonville. His success in putting a real live bookstore on the map in St. Louis shows how fortunate Doubleday, Page & Company were in selecting the right man for this shop in their chain series.

Small, Maynard & Co.

Travelers:
E. J. Vass (Boston, New York, Philadelphia, Chicago.)
H. S. Elliott (Pacific Coast.)
J. W. Sherman (New England and the South.)

Small, Maynard & Co. publish this spring Edward J. O'Brien's annual compilation of the "Best Short Stories" of the year, which has made a place for itself in short story criticism. Other distinctive 1921 books are "King Lear's Wife and Other Plays," by Gordon Bottomley; "The Sheik," by E. M. Hull; and "The World at the Cross Roads."

FICTION

Madam. Ethel Sidgwick.
The Long Way Round. Emerson Gifford Taylor.
The Daffodil Murder. Edgar Wallace.
The House of Knight. Leslie Howard Gordon.
The Tang. Helen Bell.
Pearls Astray. Constance M. Warren.

NON-FICTION

The World Horizon. Dr. A. F. Legendre; Translated by Edwin Gile Rich.
On the Trail of the Opium Poppy. Sir Alexander Hosie, L. S. D., F. R. G. S.
The Anthology Magazine Verse 1920. William Stanley Braithwaite.
The Life of James Monroe. George Morgan.
The Art and Business of Interior Decorating. B. Russell Herts.
Journal of Madam Knight. Designed and printed by Bruce Rogers.
Relation of Ultra-Modern to Archaic Music. Katharine Ruth Heyman.

JAMES SOUTAR

Buyer, Burrows Brothers Co., Cleveland

James Soutar started as a boy in the Burrows house more than twenty-five years ago. As clerk in their shipping department he studied book values closely and when he finally rose to the position of buyer he possessed a knowledge of books that made him one of the best posted men in the business. As the travelers know he is always courteous and considerate, and can buy with almost unerring discrimination.

French Fireside Poetry. Bernard Miall, Editor.
The Stories Editor Buy and Why. Jean Wick, ed.
Privilege of Pain. Mrs. A. Leo Everett.
Character Training in Childhood. Mary S. Haviland.
Sex Education; For Teachers and Parents. Walter M. Gallichan.
The Aircraft Yearbook for 1921; The First International Yearbook of Aeronautics. Edited under Direction Manufacturers Aircraft Association, Inc.
The Story of The Lafayette Escadrille. By its Commander, Captain Georges Thenault. Translated by Walter Duran Duranty.

JUVENILE

Emerald Buddha. Joseph B. Ames.
The "Story Lady's" Book. Georgene Faulkner.

Stewart & Kidd Co.

Travelers:

John G. Kidd (larger Eastern cities.)
Frank Coombs (New York City, New England and the Coast.)
Jas. L. Crowder (Chicago and the Middle West.)
Baker & Taylor Co., New York, and A. C. McClurg & Co., of Chicago, will also carry the complete line.

Foreign Representatives are: Canada, Ryerson Press, Toronto; Great Britain and the Colonies, Curtis Brown, Ltd.; Japan, Maruzen Co.; India, D. P. Taraporevala Sons & Co.

Stewart & Kidd Co. announces the following for spring publication:

NON-FICTION

British and American Drama of Today. New ed. Barrett H. Clark.
Book of Conundrums. Greta Robertson.
Provincetown Plays. George Cram Cook & Frank Shay.
In the Alaska Yukon Gamelands. J. A. McGuire.
Modern Plays Series: Six Who Pass While the Lentils Boil. Stuart Walker.
Three Plays. Stark Young.
Jist Huntin'. Ozark Ripley.
The Complete Dog Book. Dr. Wm. A. Bruette.
Alien America. E. H. Bierstadt.
Portmanteau Adaptations. Stuart Walker.

FICTION

Half-way. (*That Something Series*). J. A. X. Smith.
Reminiscent Tales of a Humble Angler. Dr. Frank A. Johnson.

Frederick A. Stokes Co.

Travelers:

F. Brett Stokes (Pacific Coast, Chicago and other large cities in the Middle West.)
Henry F. Savage (Boston, Philadelphia, Washington, Baltimore, Pittsburgh and other large cities in New York State and New England.)
James L. Nerney (South and smaller cities in Middle West and East.)
Edward G. Larson (New York City.)

The Frederick A. Stokes Co. lists among its spring fiction leaders a new novel by Honoré Willsie, "The Enchanted Canyon," staging its crucial scenes in the Grand Canyon of the Colorado; Mrs. Atherton's latest work, "Sisters-in-Law," a satire of San Francisco society; "Lister's Great Adventure," a Gold Coast romance by Harold Bindloss; and "For Me Alone," by André Certhis, awarded the Grand Prix du Roman for 1920. Its general list has interesting contributions to music, fine arts, poetry, travel and sociology.

FICTION

The Sisters-in-law. Gertrude Atherton.
The Enchanted Canyon. Honoré Willsie.
Lister's Great Adventure. Harold Bindloss.
For Me Alone. André Corthis.
The Little Back Room. E. S. Chamberlayne.
Harlequinade. Holloway Horn.
The Divine Adventure. Theodore Maynard.
The Feast of Lanterns. Louise Jordan Milne.
Paddy. The Next-Best-Thing. Gertrude Page.
A Child of the Alps. Margaret Symonds.

NON-FICTION

Violin Playing as I Teach It. Leopold Auer.
Fifty Years of Travel. F. H. Butler.
Guild Socialism. G. D. H. Cole.
French Furniture Under Louis XVI. Roger de Felice.
Chats on Old Sheffield Plate. Arthur Hayden.
Military Correspondence Reports and Orders. Lucius H. Holt.
The Last Knight and Other Poems. Theodore Maynard.
Sherwood. Alfred Noyes.

JUVENILES

The Bunty Book.

Stoll & Edwards Co.

Travelers:

John Coyle (west of Chicago.)
H. S. Stoll (East and South.)
W. H. Edwards (East and South.)
A. Wessels (East and South.)

Stoll & Edwards Co., Inc., 23-25 East 26th St., New York City, is a new firm composed of travelers well-known to the trade. The firm carries a line of toy books and games, all new within the year. The list includes an "Arabian Nights" and a "Black Beauty" in words of one syllable; a cut-out, "Bull's-Eye Bill"; "The Funny Fuzzywogs"; "The Nursery Express," a combination book and train; and other novelties.

George Sully & Co.

Travelers:

George Sully (principal cities east of St. Louis.)
William H. Kleinteich (South, Middle West, New England).
George Leonard Sully (Pacific Coast, New York, Pennsylvania, Ohio, Michigan, Indiana, West Virginia, Illinois, Delaware, New Jersey.)

George Sully & Co. announce additions to the *Nan Sherwood Series*, "Nan Sherwood at Palm Beach"; *Billie Bradley Series*, "Billie Bradley and Her Classmates"; *Four Little Blossoms Series*, "Four Little Blossoms on Appletree Island"; a new illustrated edition of "Helen's Babies"; "Tea-Cup Reading: How to Tell Fortunes by Tea Leaves"; "The Little White Town of Never-Weary," by Jessie M. King; "Tinker-Tailor," by S. B. Pearse; and "Indoor Games and Amusements," collected by Ruth Bailey.

The University of Chicago Press

Travelers:

Donald P. Bean (large cities.)
G. C. Crippen (religious books.)

The University of Chicago Press's spring list includes "The Financial Organization of Society," by H. G. Moulton; "Introduction to the Science of Sociology," by Robert E. Park and Ernest W. Burgess; the work of Rodin and other European sculpture, of St. Gaudens and American sculpture discussed by Lorado Taft in "Modern Tendencies in Sculpture"; "The Graphic Arts," by Joseph Pennell; and a concise history of the development of political life in Japan, "The Press and Politics in Japan," by Kisaburo Kawabe.

Vir Publishing Co.

President L. M. Cross, of the Vir Publishing Co., will make the coast trip this year, leaving about March 1st and stopping at some of the leading cities in the near East and West en route.

W. J. Watt & Co.

Travelers:

W. J. Watt (large cities of the East.)
Howard Watt (Middle West.)
W. W. Wachob (Pacific Coast.)

W. J. Watt & Co. will publish during the early spring "The Scar," by Ruby Ayers, and "Good References," by E. J. Rath. They also have under way new novels by Mrs. Alfred Sidgwick, Roy Norton and Douglas Grant.

Albert Whitman & Co.

Travelers:

Bernard Botein (Eastern States).
J. T. Dennis (Middle West).
W. S. Siegel (Western States).
Albert Whitman (large cities).

Albert Whitman & Co.'s 1921 list consists of the geographical edition of New Census, Atlases and Maps; the A. Flanagan Co. titles: Ella Wheeler Wilcox books and the "Just Right Books" for children.

JOHN COYLE
Representing Stoll & Edwards Company

JOHN COYLE, the unusually popular traveler for M. A. Donohue & Company, Chicago, with a record of twenty years in their service, made a notable change recently by joining the new house of Stoll & Edwards Company, New York. He will represent them in the big book buying territory that lies west of Chicago, and will trade with many friends who know him very well and very affectionately.

W. A. Wilde Co.

Travelers:
W. J. Sanford
R. W. Kendall (Eastern trade from Boston office.)
Herbert L. Coggins (Pacific Coast).

W. CAMERON ROBINSON
Representing The Page Company

W. CAMERON ROBINSON's first position was as a list boy with Hilton, Hughes & Co., in 1894, where he remained until their failure. Returning to school to continue his studies, he later entered the book business with John Wanamaker, New York, in 1903. He resigned in 1907 to take a position with the Encyclopedia Britannica Company, where he remained until 1909. In 1915 he took charge of the Book Department at Stern Brothers, and in 1919 became the star representative of the Page Company.

The John C. Winston Co.

Travelers:
John R. Fraser (Sales manager.)
B. F. Hitchens (Western manager.)
Elmer E. Jones
E. A. Merriam
W. C. Shepherd
Julius Meyer
R. G. Kornbau
A. O. Morse
Albert E. Aldridge
William Currer (Canadian Branch.)

The John C. Winston Co. announces a new edition of the Winston Simplified Dictionary, to be known as the Business Man's edition, bound in half leather, with full patent thumb index. It will include the many new words recently brought into use, also a dictionary of business terms, tables of weights, measures and money, etc. The company will emphasize especially its children's books for 1921. There will be several new series, including a *Girl Scout Series,* by Margaret Vandercook, whose *Camp Fire Girls Series* and others are well known. Among the additions to series already issued is a new "Mary Frances" book by Jane Eayre Fryer, author of the *Mary Frances Instruction Books.* Other publications are: a "New and Complete Atlas of the World," printed in five colors, which will contain the 1921 census; a companion book to Milton C. Work's "Auction Methods Up to Date"; and, in time for the March campaign in the Year-Round Bookselling Plan, a series of twenty-two handbooks covering practical and necessary subjects, including automobiles, advertising, building trades, mechanics, electricity, etc., at popular prices. The international line of Bibles and Testaments will be featured as strongly as ever, and a new loose-leaf Bible has been issued with space for annotation.

The Womans Press

Travelers:
Dorothy Grant.
Charles W. Shull, United Religious Book Agency.

The most notable title on the Womans Press list is "Folk Songs of Many Peoples" collected by Florence Hudson Botsford during several trips abroad from music heard at festivals and from representatives of the various races, the words put into poetry by distinguished American poets. The spring list is as follows:

National Costumes of the Slavic Peoples. Margaret Swain Pratt, comp.
Second List of Plays and Pageants. Marjory Lacey-Baker, comp.
The Untried Door. Richard Roberts.
Folk Songs of Many Peoples. Florence Hudson Botsford. 2 v.
Icebreaker Herself, The. Edna Geister.

Yale University Press

The Yale University Press will again be represented by F. A. Coombs.

Directory of Traveling Salesmen of the Book Trade

Adams, L. W., Lothrop, Lee & Shepard Co.
Albrecht, W. P., Macmillan Co.
Aldridge, Albert E., J. C. Winston Co.
Allen, Tom, M. A. Donohue Co.
Allison, H. L., G. P. Putnam's Sons.
Ames, G. William, J. A. McCann Co., John Lane Co., A. A. Knopf, Harcourt, Brace & Howe.
Anderson, Philip M., G. P. Putnam's Sons.
Anderson, Robert G., G. P. Putnam's Sons.
Apeler, J. H., Moffat, Yard & Co.
Applegate, W. B., Geo. W. Jacobs & Co.
Appleyard, William, Forbes & Co.
Archer, Leon B., Cosmopolitan Book Corporation.
Atwood, M. S., Laird & Lee, Inc.
Bachmann, George F., Thomas Nelson & Sons.
Bailey, O. J., N. Y. Book Co.
Baker, Harris W., G. & C. Merriam Co.
Baker, H. S., Bobbs-Merrill Co.
Baker, W. O., Charles Scribner's Sons.
Barse, W. J., Barse & Hopkins.
Bauer, H. C., Charles Scribner's Sons.
Bayer, Frederick F., Oxford University Press.
Bean, Donald P., Univ. of Chicago Press.
Becker, W. C., E. P. Dutton & Co.
Bell, James J., Cosmopolitan Book Corp.
Bell, W. C., A. A. Knopf.
Bentley, Frank J., Grosset & Dunlap.
Benoit, Clement F., Reilly & Lee Co.
Bergey, W. M., Grosset & Dunlap.
Bergman, E., Saalfield Pub. Co.
Blake, James D., Harper & Bros.
Boedeker, E. F., M. A. Donohue & Co.
Bond, Raymond T., Dodd, Mead & Co.
Botien, Bernard, Albert Whitman Co.
Brenner, Edward, Grosset & Dunlap.
Britton, W. A., Geo. H. Doran Co.
Broe, F. A., Saalfield Pub. Co.
Brown, N. L., Nicholas L. Brown.
Bruce, Frank, Houghton Mifflin Co.
Bryant, J., Isaac Pitman & Sons.
Bunce, Ernest J., T. Y. Crowell Co.
Burger, Adam, Harper & Brothers.
Burt, E. F., A. L. Burt Co.
Byron, B. G., Baker & Taylor Co.
Caldwell, Braden, Reilly & Lee Co.
Caldwell, H. M., The Nourse Co.
Calhoun, Charles P., Ronald Press Co.
Campbell, G. A., H. Altemus Co.
Carruthers, R. V., A. L. Burt & Co.
Chase, W. G., James Pott & Co.
Clagett, Thomas H., J. B. Lippincott Co.
Clark, J. L., Ronald Press Co.
Clifton, Lennox, Dodge Publishing Co.
Clinch, F. A., D. Appleton & Co.
Coakley, John J., John Murphy Co.
Cobb, A., Jr., Automobile Blue Book Co.
Coggins, H. L., W. A. Wilde Co.
Collins, J. T., Macmillan Co.
Connolly, C. E., Charles Scribner's Sons.
Cook, Howard W., Moffat, Yard & Co.
Coombs, Frank A., N. W. Henley Pub. Co., Macaulay Co., Magazine of Wall St., Stewart & Kidd Co., Yale University Press, Brentano's, J. A. McCann Co., Marshall Jones Co., A. W. Shaw Co.
Corrigan, J. W., George H. Doran Co.
Coyle, John, Stoll & Edwards Co., Cupples & Leon Co.
Crippen, G. C., Univ. of Chicago Press.
Cross, G. H., Henry Altemus Co.
Cross, L. M., Vir Publishing Co.
Crowder, James L., Atlantic Monthly Press, Boni & Liveright, Brentano's, B. W. Huebsch, A. C. McClurg & Co., Stewart & Kidd Co., Dorrance & Co., Biddle Business Pubs.
Currer, William, J. C. Winston Co.
Curran, B. F., D. Appleton & Co.
Darst, S. H., Reilly & Lee Co.
Davis, G. M., C. S. Hammond & Co.
Deaton, G. H., Grosset & Dunlap.
Dennis, J. T., Alfred Whitman Co.
Diamond, S. S., M. A. Donohue & Co.
Dickerson, W. T., Jr., Thomas Nelson & Sons.
Dixon, Frank C., T. Y. Crowell Co.
Donaldson, P. C., F. J. Drake & Co.
Donohue, A. J., M. A. Donohue & Co.
Donohue, R. J., M. A. Donohue & Co.
Dorrance, W. H., Dorrance & Co., Inc.
Dorsey, S. E., Whitman Publishing Co.
Douglass, Mortimer, E. P. Dutton & Co.
Dowd, Agnes G., The Page Co.
Drago, H. S., H. K. Fly Co.
Drake, H. R., George H. Doran Co.
Dunlap, Edward P., Grosset & Dunlap.
Duryea, Charles R., James Pott & Co.
Earl, H. B., Doubleday, Page & Co.
Edwards, W. M., Stoll & Edwards Co.
Egan, Lester, Baker & Taylor Co.
Elliott, Hugh S., Small, Maynard & Co., Atlantic Monthly Press.
Ellingwood, J. T., N. Y. Book Co.
Emery, C. M., Automobile Blue Book Co.
Fassett, Fred H., Macmillan Co.
Fenno, R. F., Norman W. Henley Pub. Co.
Field, M. G., Saalfield Publishing Co.
FitzGerald, Desmond, Atlantic Monthly Press, Grosset & Dunlap, A. A. Knopf, Henry Holt & Co., Boni & Liveright, B. W. Huebsch, Harcourt, Brace & Howe.
Fly, H. K., H. K. Fly Co.
Flynn, E. J., A. W. Shaw Co.
Fraser, John R., John C. Winston Co.
French, Watson M., Barse & Hopkins.
Freydenburgh, Theo., Houghton Mifflin Co.
Furlong, Russel L., Jordan & Co.
Furman, L. S., Macaulay Co.
Furman, Edward I., Macaulay Co.
Gallon, M. F., Cupples & Leon Co.
Ganiard, George T., Baker & Taylor Co.

Gaskill, Herbert M., J. B. Lippincott Co.
Geer, George H., Jr., Houghton Mifflin Co.
Gehrs, August H., Harcourt, Brace & Co.
Giffin, Charles G., John Lane Co.
Gittens, Claude H., Harper & Brothers.
Glass, S. S., Automobile Blue Book Co.
Glenney, W. P., Dodge Publishing Co.
Goldman, Joseph, Barse & Hopkins.
Goodwin, Joseph E., Rand, McNally & Co.
Goubeaud, W. P., Doubleday, Page & Co.
Graham, Alan H., C. E. Graham & Co.
Graham, C. E., C. E. Graham & Co.
Grant, Dorothy, The Womans Press.
Gray, E. S., Forbes & Co.
Greene, Joseph F., Little, Brown & Co.
Grosset, Garnet W., Grosset & Dunlap.
Grosset, Philip, Grosset & Dunlap.
Guck, Frank I., Oxford University Press.
Haldane, William, Barse & Hopkins.
Hall, Edward W., Dodge Publishing Co.
Hallam, Frederick W., James Pott & Co.
Hamer, John, Macmillan Co.
Hamersley, W. M., M. A. Donohue & Co.
Hamilton, J. J., Thomas Nelson & Sons.
Hammen, A. J., Oxford University Press.
Hamming, Andrew, M. A. Donohue & Co.
Hammond, Robert S., C. S. Hammond & Co.
Harris, Fred. M., Abingdon Press.
Hass, H. P., Baker & Taylor Co.
Hasenkamp, A. N., N. Y. Book Co.
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Alden, Percy, and others

Labour and industry; a series of lectures. 7+293 p. charts O (Pub. of the Univ. of Manchester) N. Y., Longmans, Green $5 n.

Lectures which were delivered in the Department of Industrial Administration in the College of Technology, Manchester, during 1919-20.

Anderson, Nephi

The boys of Springtown; with special reference to William Wallace Jones and Ned Fisher; drawings by C. E. Tillotson. 160 p. front. il. D c. '20 Independence, Mo., Zion's Pr. and Pub. Co. $1

Bentley, E. L., comp.

Bentley's oil code; improved by the addition of groups of figures alongside the cipher words consecutively; being a supplement to Bentley's complete phrase code improved; nearly 1000 combinations; with at least 2 letters difference between each half-code word; [American ed.] 126 p. pls. (forms) Q c. '20 N. Y., Allied Code Co. of the U. S., 233 B'way $30 n.

Berdan, John Milton

Early Tudor poetry, 1485-1547. 19+564 p. front. (por.) O (Studies in Tudor literature) [c. '20] N. Y., Macmillan $4.50 n.

Partial contents: The background to the literature; The scholastic tradition; Humanism; The influence of contemporary literature. The author is assistant professor of English, Yale University.

Bishop, Mildred C., and Robinson, Edward K.

Practical map exercises in medieval and modern European history. 32 p. maps (tracing tissue in pocket) Q [c. '20] Bost., Ginn & Co. pap. 56 c. n.

Bolton, Reginald Pelham

New York City in Indian possession. various paging il. facsms. pls. fold. col. map S (Indian notes and monographs, v. 11, no. 7; a ser. of pub. relating to the American Aborigines) N. Y., Museum of the Am. Indian, Heye Foundation pap. apply

Bowley, Arthur Lyon

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Boyd, Jackson

The human situation in nature. 278 p. front. (por.) O c. Chic., Charles H. Kerr & Co., 341 E. Ohio St. $2 n.

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Bradley, Mrs. Mary Hastings

The innocent adventuress. 244 p. D c. N. Y., Appleton $1.75 n.

The adventures of an Italian girl who arrives in New York from her native land in search of a rich husband.

Alexander, C. P., and McAtee, W. L.

Diptera of the superfamily tipuloidea, found in the District of Columbia. various paging (3 p. bibl.) pls. O (No. 2344—from the proceedings of the U. S. Nat. Museum, v. 58) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

American (The) Red Cross. Southern Division., comp.

Social laws and agencies of North Carolina; a handbook of information; compiled by The American Red Corss, Southern division, in co-operation with the State departments and the State University of North Carolina. no paging O Atlanta, Ga., The American Red Cross, Southern Div. pap.

Bamford, Edwin F.

Social aspects of the fishing industry at Los Angeles harbor. 15 p. tabs. O (Studies in sociology; Sociological monograph no. 18, v. 5, no. 2) Los Angeles, Cal., University of California pap. 20 c.

Barbour, Thomas, and Noble, G. K.

Amphibians and reptiles from Southern Peru collected by the Peruvian expedition of 1914-1915 under the auspices of the Yale University and the National Geographic Society. various paging O (No. 2335—from the proceedings of the U. S. Nat. Museum, v. 58) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Berry, S. Stillman

Preliminary diagnoses of new cephalopods from the Western Atlantic. various paging pl. O (No. 2335—from the proceedings of the U. S. Nat. Museum, v. 58) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Boving, Adam G., and Champlain, A. B.

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Buckrose, J. E. [Mrs. Annie Edith Foster Jameson]

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Brandegee, Townshend Stith
Plantae Mexicanae purpusianae, X. various paging Q (Univ. of Cal. pub. in botany, v. 7, no. 10, Dec. 29, 1920) Berkeley, Cal., Univ of California Press pap. 10 c.

Bureau of Railway Economics
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Election laws of the state of California; including the enactments of the 1919 Legislature, 1920. 34+383 p. fold. forms S '20 c. '19 San Francisco, Cal., A. Carlisle & Co., 251 Bush St. pap.

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The foraminifera of the Atlantic Ocean; pt. 2, Lituolidae. 89 p. tabs. pls. O (Smithsonian Inst., U. S. Museum, bull. 104) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

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Partial contents: Raw materials and foodstuffs; Trade organization; The middleman; Organized exchanges; Manufactured products; Merchandising costs and prices; Merchandising and social control; Index.

Duncan, Norman

Billy Topsail, M.D.; a tale of adventure with Doctor Luke of the Labrador. 315 p. front. pls. D (Every boy's library—Boy scout ed.) [c. '16] N. Y., Grosset & Dunlap $1

Du Pont, Bessie Gardner

E. I. Du Pont de Nemours and company; a history, 1802-1902. 196 p. front. pls. por. facsms. O c. Bost., Houghton Mifflin $3 n.

A record of the American business of the Du Pont de Nemours and Company, which throws many sidelights of the early history of the development of American industries.

Elbourne, Edward T.

Factory administration and cost accounts; a reference book of the principles and practice of industrial administration and costing for present day requirements. New ed. 20+811 p. tabs. forms O N. Y., Longmans, Green $15 n.

Feehan, Mary Edward [Clementia, pseud.] Sister

Bird-a-lea; il. by James A. Waddell. 357 p. front. pls. D [c. '20] Chic., Extension Press $1.50 n.

A story for girls.

Fernald, Mabel Ruth, and others

A study of women delinquents in New York State. 700 p. il. charts O N. Y., Century $5 n.

Flanner, Hildegarde

Mansions; a play in one act; an original play first produced at Indianapolis, by the Little Theatre Society of Indiana, under the direction of George Sommes. 38 p. D (Stewart & Kidd modern plays) [c. '20] Cin., Stewart & Kidd pap. 50 c. n.

Fletcher, Joseph Smith

The middle temple murder. 319 p. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap $1

Follett, Mary Parker

The new state; group organization the solution of popular government; with introd. by Lord Haldane. [New ed.] 29+373 p. O '20 c. '18-'20 N. Y., Longmans, Green $3.50

Ford, Sewell

Meet 'em with Shorty McCabe. 303 p. D [c. '20] N. Y., Clode $1.90 n.

Fraser, William Alexander

The three sapphires; il. by Arthur Heming. 321 p. front. pls. D (Popular copyrights) [c. '18] N. Y., Grosset & Dunlap $1

Gallichan, Walter M.

A textbook of sex education for parents and teachers. 204 p. D [c. '21] Bost., Small, Maynard $2 n.

Partial contents: Instruction of young children; The psychopathology of sex; Woman's part in sex education.

Hall, Jeanette C., and Cunningham, William H.

Shorthand dictation exercises. 200 p. O [c. '20] Bost., Ginn & Co. pap. (pad) 84 c. n.

Enright, Richard E.

Address by Police Commissioner Richard E. Enright to the King's County Grand Jurrors Assn., Jan. 14, 1921. 16 p. O N. Y., Bureau of Printing, Police Dept. City of N. Y. pap. gratis

Fowler, Henry W., and Bean, Barton A.

A small collection of fishes from Soochow, China; with descriptions of two new species. various paging O (No. 2338—from proceedings of the U. S. Nat. Museum, v. 58) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Fry, Robert J.

The salvation of Jemmy Slang; a comedy in two acts. 16 p. O [c. '20] Spokane, Wash. [Author], Lewis & Clark High School pap. 50 c.

Girault, A. A.

New serphidoid, cynipoid, and chalcidoid hymenoptera. various paging O (No. 2332—from the proceedings of the U. S. Nat. Museum, v. 58) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Guaranty Trust Company of New York

Bank and public holidays throughout the world, 1921. 160 p. tabs. D [c. '20] N. Y., Guaranty Trust Co. of N. Y. pap. gratis

Guthrie, William Dameron

The covenant of the League of Nations as embodied in the Versailles Treaty of Peace with Germany, dated June 28, 1919; a review. 82 p. O N. Y., [Author] 28 Park Ave. pap.

Haubold, Herman Arthur

The principles and practice of surgery; with 1044 il. 32+2482 p. O [c. '21] N. Y., Appleton $16 n. [subs. only]

Hand, Thomas E., and Cockerham, K. L.

The sweet potato; a handbook for the practical grower. 9+261 p. front. il. diagrs. pls. tabs. D (Rural science ser.) c. N. Y., Macmillan $3 n.

Information for the farmer as to the growing, care, marketing and recipes for the manufacture of products and the domestic cooking of the sweet potato.

Harrington, M. Raymond

An archaic Iowa tomahawk. various paging pl. S (Indian notes and monographs, v. 10, no. 6; a ser. of pub. relating to the American Aborigines) N. Y., Museum of the Am. Indian, Heye Foundation pap.

A bird-quill belt of the Sauk and Fox Indians. various paging pl. S (Indian notes and monographs, v. 10; no. 5; a ser. of pub. relating to the American Aborigines) N. Y., Museum of the Am. Indian, Heye Foundation pap.

A sacred warclub of the Oto. various paging pl. S (Indian notes and monographs, v. 10, no. 2; a ser. of pub. relating to the American Aborigines) N. Y., Museum of the Am. Indian, Heye Foundation pap.

Old Sauk and Fox beaded garters. various paging pl. S (Indian notes and monographs, v. 10, no. 4; a ser. of pub. relating to the American Aborigines) N. Y., Museum of the Am. Indian, Heye Foundation pap.

Apply to the Museum for prices of the above.

Haviland, Mary S.

Character training in childhood. 296 p. front. pls. D [c. '21] Bost., Small, Maynard $2 n.

Partial contents: The physical basis of character; Growth through play; The child and his vocation; The religious education of the child. Author is Research secretary of the National Child Welfare Assn.

Hawkes, C. J.

Some experiments in connexion with the injection and combustion of fuel-oil in Diesel engines; a paper read before the North East Coast Institution of Engineers and Shipbuilders, on the 26th November, 1920, and reprinted by order of the Council 58 p. charts diagrs. il. tabs. plans O '21 N. Y., G. E. Stechert & Co. pap. $1

Hawkes, Herbert Edwin, and others

Plane geometry. 303 p. diagrs. D [c. '20] Bost., Ginn & Co., 15 Ashburton Pl. $1.32 n.

Hind, Charles Lewis

Art and I. 352 p. D [c. '21] N. Y., J. Lane bds. $2.50 n.

Partial contents: The charm of bad pictures; Practical art; A tomorrow picture; Cézanne; Van Gogh; The art of yesterday.

Authors and I. 9+336 p. D [c. '21] N. Y., J. Lane $2.50 n.

Intimate sketches of American and English writers, whom the author knew while editor of The *Academy*, a London magazine.

Hodge, Frederick Webb

Hawikuh bonework. 151 p. il. pls. S (Indian notes and monographs, v. 3, no. 3; a ser. of pub. relating to the American Aborigines) N. Y., Museum of the Am. Indian, Heye Foundation pap. apply

The age of the Zuni pueblo of Kechipauan. various paging pls. map S (Indian notes and monographs, v. 3, no. 2; a ser. of pub. relating to the American Aborigines) N. Y., Museum of the Am. Indian, Heye Foundation pap. apply

Hodges, Frank

Nationalisation of the mines. 179 p. D (New library of social science) N. Y., T. Seltzer bds. $1.75 n.

Hotchkiss, Chauncey Crafts

The ivory ball; il. by R. L. Rivera. 303 p. front. pls. D (Popular copyrights) [c. '20] N. Y., Grosset & Dunlap $1

Hotchkiss, George B., and Franken, Richard B.

The attention value of advertisements in a leading periodical; an experiment in measuring the relative attention secured by the various advertisements printed in the *Saturday Evening Post* of Nov. 8, 1919; a report prepared under the auspices of the N. Y. University Bureau of Business Research, Lewis H. Haney, Director. 32 p. tabs. chart Q [c. '20] N. Y., L. H. Haney, 90 Trinity Place pap. 50 c.

Hudson, Henry, 2nd

Spendthrift town. 402 p. D [c. '20] Bost., Houghton Mifflin $2.25 n.

Hunton, Addie W., and Johnson, Kathryn M.

Two colored women with the American Expeditionary Forces. 258 p. front. pls. D [c. '20] Brooklyn, N. Y., Kathryn M. Johnson, P. O. Box 387 $2.50 n.

A record of service with the Y. M. C. A. in France.

Hurd, Archibald

A merchant fleet at war. 139 p. pls. (part col.) maps D N. Y., Cunard Steam Ship Co., 24 State St. $3 n.

Independent (The) Labour Party Information Committee, comp.

Trade unions in Soviet Russia; a collection of Russian trade union documents compiled by the I. L. P. Information Committee and the International section of the Labour research department. 91 p. tabs. O N. Y., The Rand School of Social Science pap. 50 c.

Hicks, W. B., and Nourse, M. R.

Potash in 1919. various paging (4¼ p. bibl.) O (Dept. of the Interior, U. S. Geol. Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Hill, Hames Madison

Arsenic, bismuth, selenium, and tellurium in 1919. various paging tabs. O (Dept. of the Interior, U. S. Geol. Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Johnston, William Andrew

The apartment next door; il. by Arthur William Brown. 301 p. front. pls. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap $1

Kaye, George William Clarkson, and Laby, Thomas Howell

Tables of physical and chemical constants and some mathematical functions. 4th ed. 161 p. O N. Y., Longmans, Green $4 n.

Keegan, John

A new German grammar. 10+285 p. D N. Y., Pitman $2.30

A language book, written in German-English.

Kenyon, Camilla E. L.

Spanish doubloons. 311 p. D (Burt's copyright fiction) [c. '19] N. Y., Burt $1

Kerr, Sophie [Mrs. Sophie Kerr Underwood]

The see-saw. 360 p. D (Burt's copyright fiction) [c. '19] N. Y., Burt $1

Knight, Edward Frederick

Small-boat sailing; an explanation of the management of small yachts of various rigs; sailing on sea and on river, cruising, etc.; with drawings by H. Warington Smyth. 11+305 p. D N. Y., Dutton $3 n.

Partial contents: The selection of a boat; The effect of wind on a boat; Splices, knots, and tackles; Seamanship; The art of coasting.

Kuhrt, John White

A counting-house dictionary; containing an explanation of the technical terms used by merchants and bankers in the money market and on the stock exchange. New ed. 340 p. tabs. D N. Y., Dutton $2.50 n.

Lawson, Albert Gallatin

The religion of Jesus. 86 p. D [c. '20] Phil., The Judson Press bds. 75 c. n.

Papers which were presented on various occasions before Theological Seminaries and Ministers' Conferences.

Leach, Bertha Lunt

Happy hill; il. by Sidney W. Woodward. 64 p. front. S c. '20 Bost., Four Seas Co., 188 Dartmouth St. bds. $1.25

A story of the supernatural.

Leverage, Henry

The white cipher. 272 p. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap $1

Lockitt, Charles Henry

The relations of French and English society; 1763-1793; thesis approved by the University of London for the degree of M.A., 1911. 10+135 p. (7 p. bibl.) O N. Y., Longmans, Green $2.50 n.

Partial contents: The revolution in manners; The revolution in tastes; Sentimentalism; List of English visitors of note to France, 1763-1778; Frenchmen in England.

Lusum, R.

Spanish-English and English-Spanish commercial dictionary. 122 p. D N. Y., Dutton $1.50 n.

Contains over 6600 commercial terms and over 360 abbreviations, to which have been added tables of money, weights and measures, and the thermometers.

McCulley, Johnston

The masked woman; front. by Paul Stahr. 8+312 p. D (Popular copyrights) [c. '20] N. Y., Grosset & Dunlap $1

McIntyre, John Thomas

Ashton-Kirk, investigator. 336 p. D (Burt's copyright fiction) [c. '10] N. Y., Burt $1

McKinney, Alexander Harris

Guiding girls to Christian womanhood. 215 p. D c. '20 N. Y. and Chic., Revell $1.50 n.

Insley, Herbert

Lithium minerals in 1919. various paging tabs. O (Dept. of the Interior, U. S. Geol. Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

International Conciliation

The communist party in Russia and its relations to the third international and to the Russian Soviets; pt. 1. 53 p. D (No. 158) N. Y., American Assn. for International Conciliation, 407 W. 117th St. pap.

Jenkins, Frederick Warren, comp.

American foundations [for social welfare; a selected bibliography]; rev. ed. 11 p. O (Bull. no. 44, Dec. 1920) N. Y., The Russell Sage Foundation Library, 130 E. 22nd St. pap. 20 c.

Jersey City Free Public Library, comp.

The adoption of the Constitution of the United States. no paging (2 p. bibl.) O Jersey City, N. J., Free Public Library pap.

The Pilgrims; a historical souvenir of the tercentenary celebration. 18 p. O Jersey City, N. J., Free Public Library pap.

The Pilgrims; a selected list of books in the Free Public Library of Jersey City, N. J. 11 p. O Jersey City, N. J., Free Public Library pap.

Theodore Roosevelt; a brief outline of his life. 8 p. (2 p. bibl.) O '20 Jersey City, N. J., Free Public Library pap.

Jordan, Eric Knight

Notes on a collection of shells from Trinidad, California. various paging pl. O (No. 2325—from the proceedings of the U. S. Nat. Museum, v. 58) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Kimball, Theodora, ed.

Municipal accomplishment in city planning; and published city plan reports in the United States; from information assembled largely by the Detroit City Plan Commission. 79 p. O Bost., National Conference on City Planning, 60 State St. pap.

Lawson, Andrew Cowper

The mobility of the coast ranges of California; an exploitation of the elastic rebound theory. various paging diagrs. tabs. O (Bull. of the Dept. of Geology, v. 12, no. 7, Jan. 11, 1921) Berkeley, Cal., Univ. of California pap. 60 c.

Lear, John E.

The construction of rural telephone lines. 19 p. diagrs. plans O (Country home comforts and conveniences ser. no. 1, pt. 4) Chapel Hill, N. C., Univ. of North Carolina pap.

Mahoney, John Joseph

Training teachers for Americanization; a course of study for normal schools and teachers' institutes; with a chapter on industrial classes by Frances K. Wetmore and on home and neighborhood classes by Helen Winkler and Elsa Elsberg. 62 p. (9 p. bibl.) O (Dept. of the Interior, Bu. of Educ., bull., 1920, no. 12) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 10 c.

Mattern, Johannes
The employment of the plebiscite in the determination of sovereignty. 9+214 p. (3½ p. bibl.) O (Studies in hist. and political science, ser. 38, no. 3) Balt., Johns Hopkins Press pap. $1.50
The author is assistant librarian, The Johns Hopkins University.

Maynard, Theodore
The last knight; and other poems. 8+139 p. D [c. '20] N. Y., Stokes $1.60 n.
Poems which were first published in English and American magazines.

Miles, Dudley
English in business. 449 p. O c. '20 N. Y., Ronald Press $2 n.

Mitchell, William
Our air force; the keystone of National defense. 26+223 p. front. pls. maps (endpapers) O [c. '21] N. Y., Dutton $5 n.
Partial contents: Development of aviation in the world war; Branches of aviation and their use in war; How we should handle our aeronautical development; What the U. S. should do now to establish its aeronautical position. Author is Brigadier General, U. S. Air Service.

Moffett, Cleveland Langston
Through the wall; with il. by H. Heyer 408 p. front. D (Popular copyrights) [c. '09] N. Y., Grosset & Dunlap $1

Moore, Leslie
The greenway. 304 p. D N. Y., P. J. Kenedy $2.25 n.
A romance of rural life in England.

Morris, Gouverneur
His daughter. 326 p. D (Burt's copyright fiction) [c. '18] N. Y., Burt $1

Moulton, Harold Glenn
The financial organization of society. 23+789 p. tabs. chart facsms. D [c. '21] Chic., Univ. of Chicago Press $4 n.
Partial contents: The nature and functions of a pecuniary unit; The standard of deferred payments; The regulation of metallic currency; The foreign exchanges; The stock exchange and capital raising; Raising capital for agriculture.

Mulder, Arnold
The sand doctor. 317 p. D c. Bost., Houghton Mifflin $2 n.
The story of the family life of a young girl who would rather be termed a "good sport" than to be the "perfect lady," which is the ideal of her grandmother. The scene is laid in the sand-dune country of the Great Lakes.

Omrikon, pseud.
Letters from Paulos, a leader in wisdom, to his pupils in Korinthos; rendered into modern English out of the symbolism of the Ancient Greek. 12+276 p. front. pls. O N. Y., Dutton $3 n.

Oppenheim, Edward Phillips
The curious quest. 308 p. D (Burt's copyright fiction) [c. '19] N. Y., Burt $1

Orchard, William C.
Sandals and other fabrics from Kentucky caves. 20 p. il. pls. S (Indian notes and monographs; a ser. of pub. relating to the American Aborigines) N. Y., Museum of the Am. Indian, Heye Foundation pap. apply

Ottley, Richard Rusden
A handbook to the Septuagint. 15+296 p. D N. Y., Dutton $3 n.
This work deals largely with the names, facts and dates of the oldest translation of the Hebrew Scriptures.

Overstreet, Harry Allen
Hearts to mend; a fantasy in one act; was produced by the Fireside Players, White Plains, N. Y., in April, 1919. 28 p. D (Stewart & Kidd modern plays) [c. '20] Cin., Stewart & Kidd pap. 50 c. n.

Pedler, Margaret
The splendid folly. 8+288 p. D [c. '21] N. Y., Doran $1.90 n.
A romance in which the question is asked "Can there be a happy marriage without perfect frankness?"

Pepper, George Hubbard
A stone effigy pipe from Kentucky. 20 p. il. pls. S (Indian notes and monographs, v. 10, no. 1; a ser. of pub. relating to the American Aborigines) N. Y., Museum of the Am. Indian, Heye Foundation pap. apply

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Marshall, William B.
New fresh-water shells from Guatemala. various paging pl. O (No. 2336—from the proceedings of the U. S. Nat. Museum, v. 58) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

May, Henry G.
Observations on the nematode genus nematodirus; with descriptions of new species. various paging pls. O (No. 2350, U. S. National Museum) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Miser, Hugh D.
Preliminary report on the deposits of manganese ore in the Batesville District, Arkansas. various paging fold. map tabs. O (Dept. of the Interior, U. S. Geol. Survey, bull. 715-G) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Mortensen, T.
Studies in the development of crinoids. 94 p. il. pls. Q (Papers from the Dept. of Marine Biology, v. 16, no. 294) Wash., D. C., Carnegie Institution of Washington pap $6

Muesebeck, C. F. W.
A revision of the North American species of ichneumon-flies belonging to the genus apanteles. various paging O (No. 2349—from the proceedings of the U. S. Nat. Museum, v. 58) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Mullins, V. R.
The school as the center of community life; the story of the work of the Summitville school, Summitville, Indiana. 30 p. front. pls. O Indianapolis, Ind., L. N. Hines, State Supt. of Public Instruction pap.

New Jersey. Board of Pharmacy
Schedule of antidotes for poisons; issued by authority of the Pharmacy law of the state of New Jersey, 1920. 10 p. O Trenton, N. J., The Bd. of Pharmacy of the State of New Jersey pap. gratis

New York. The Industrial Commission
New York State Industrial code, 1920. 248 p. tabs. fold. plans O Albany, N. Y., New York State Bu. of Statistics and Information pap.

Pan American (The) Union
Foreign commerce of Paraguay for 1918. 7 p. tabs. O '20 Wash., D. C., The Pan American Union pap. gratis

Phillips, Ethel Calvert

Little friend Lydia; with il. by Edith F. Butler. 4+181 p. col. front. il. col. pls. D c. '20 Bost., Houghton Mifflin $1.75 n.

Pierce, Anna Eloise, comp.

Catalog of literature for advisers of young women and girls; an annotated list of about 2000 titles of the most representative and useful books and periodical articles for the use of Deans and advisers of women and girls. 85 p. O '21 N. Y., H. W. Wilson Co., 960 University Ave. pap. $1

The compiler is Dean of women, N. Y. State College for teachers, Albany, N. Y.

Pountney, W. J.

Old Bristol potteries; being an account of the old potters and potteries of Bristol and Brislington, between 1650 and 1850; with some pages on the old Chapel of St. Anne, Brislington; with forewords by R. L. Hobson and Bernard Rackham. 33+369 p. O N. Y., Dutton $20 n.

Punshon, E. R.

The solitary house. 301 p. D (Burt's copyright fiction) [c. '18] N. Y., Burt $1

Reeve, Arthur Benjamin

Constance Dunlap. 342 p. front. D (Popular copyrights) [c. '13] N. Y., Grosset & Dunlap $1

Guy Garrick; an adventure with a scientific gunman. 326 p. front. D (Popular copyrights) [c. '14] N. Y., Grosset & Dunlap $1

The ear in the wall; front. by Will Foster. 6+341 p. D (Popular copyrights) [c. '16] N. Y., Grosset & Dunlap $1

The gold of the gods; the mystery of the Incas solved by Craig Kennedy—scientific detective; front. by Will Foster. 6+291 p. D (Popular copyrights) [c. '15] N. Y., Grosset & Dunlap $1

Reeve, Arthur Benjamin, and Grey, John W.

The mystery mind; il. with photographic reproductions taken from the serial of the same name; novelization by Marc Edmund Jones. 356 p. front. pls. D (Popular copyrights) [c. '20] N. Y., Grosset & Dunlap $1

Ruck, Berta [Mrs. Oliver Onions]

The disturbing charm. 343 p. D (Burt's copyright fiction) [c. '19] N. Y., Burt $1

Sayville, Marshall Howard

The earliest notices concerning the conquest of Mexico by Cortês in 1519. 54 p. S (Indian notes & monographs, v. 9, no. 1; a ser. of pub. relating to the American Aborigenes) N. Y., Museum of the Am. Indian, Heye Foundation pap. apply

The goldsmith's art in ancient Mexico. 264 p. col. front. il. col. pls. S (Indian notes & monographs; a ser. of pub. relating to the American Aborigines) N. Y., Museum of the Am. Indian, Heye Foundation apply

Scott, William Wiley

The downfall of humanity; a drama in 3 acts. 50 p. D (American drama ser.) [c. '20] Bost., Badger $1.75 n.

Singmaster, Elsie [Mrs. Harold Lewars]

Ellen Levis; a novel. 4+284 p. D c. Bost., Houghton Mifflin $2 n.

The story of a girl who rebelled against the narrow traditions of the little religious community in Pennsylvania, and from which she escaped and found happiness and love.

Skeele, Amos

The salt of the earth and other sermons; ed., with a sketch of his life by Francis Leseure Palmer. 223 p. front. (por.) D c. Milwaukee, Wis., Morehouse Pub. House $2

Sermons by the late rector of Epiphany Church, Rochester, N. Y.

Rathbun, Mary Jane

Additions to West Indian tertiary decapod crustaceans. various paging pls. O (No. 2343—from the proceedings of the U. S. Nat. Museum, v. 58) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Rodhouse, Thomas Jacob

Study relating to the water resources of Missouri. 57 p. front. pls. tabs. maps (part fold.) O (Univ. of Missouri bull. v. 21, no. 35, Engineering experiment station ser. 22) Columbia, Mo., Univ. of Missouri pap.

Sasaki, Madoka

Report of cephalopods collected during 1906 by the U. S. Bu. of Fisheries steamer "Albatross," in the northwestern Pacific. various paging pls. O (No. 2310—from the proceedings of the U. S. Nat. Museum, v. 57) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Schaller, Waldemar Theodore

Thorium, zirconium and rare-earth minerals in 1919; [with bibliographies.] 32 p. tabs. O (Dept. of the Interior, U. S. Geol. Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Seashore, Carl Emil

A survey of musical talent in the public schools. 36 p. tabs. chart diagrs. O (Studies in child welfare, 1st ser. no. 37; v. 1, no. 2) Iowa City, Ia., Univ. of Iowa pap. 25 c.

Shannon, Earl V.

Boulangerite bismutoplagionite, naumannite and a silver-bearing variety of jamesonite. various paging tabs. O (No. 2351—proceedings of the U. S. Nat. Museum, v. 58) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Recent accessions to the Division of Applied Geology. various paging O (No. 2339—from the proceedings of the U. S. Nat. Museum, v. 58) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Some minerals from the old tungsten mine at Long Hill in Trumbull, Connecticut. various paging tabs. O (No. 2348—from the proceedings of the U. S. Nat. Museum, v. 58) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Notes on anglesite, anthophyllite, calcite, datolite, sillimanite, stilpnomelane, tetrahedrite, and triplite. various paging diagrs. tabs. O (No. 2345—from the proceedings of the U. S. Nat. Museum, v. 58) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Shaw, Eugene Wesley, and Ports, P. L.

Natural-gas resources available to Dallas and other cities of central north Texas. 89 p. tabs. charts fold. maps O (Dept. of the Interior, U. S. Geol. Survey, bull. 716-D) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Skinner, Alanson Buck

An antique tobacco-pouch of the Iroquois. various paging pls. S (Indian notes & monographs, v. 11, no. 6; a ser. of pub. relating to the American Aborigines) N. Y., Museum of the Am. Indian, Heye Foundation pap.

An Illinois quilled necklace. various paging il. S (Indian notes & monographs, v. 10, no. 3; a ser. of pub. relating to the American Aborigines) N. Y., Museum of the Am. Indian, Heye Foundation pap.

An image and an amulet of nephrite from Costa Rica. various paging pls. S (Indian notes & monographs, v. 6, no. 4; a ser. of pub. relating to the American Aborigines) N. Y., Museum of the Am. Indian, Heye Foundation pap.

An Iroqouis antler figurine. various paging pl. S (Indian notes & monographs, v. 11, no. 5; a ser. of pub. relating to the American Aborigines) N. Y., Museum of the Am. Indian, Heye Foundation pap.

A native copper celt from Ontario. 6 p. pl. S (Indian notes & monographs; a ser. of pub. relating to the American Aborigines) N. Y., Museum of the Am. Indian, Heye Foundation pap.

Notes on the Bribri of Costa Rica. 106 p. il. pls. S (Indian notes & monographs, v. 6, no. 3; a ser. of pub. relating to the American Aborigines) N. Y., Museum of the Am. Indian, Heye Foundation pap.

Two antler spoons from Ontario. 6 p. pl S (Indian notes & monographs; a ser. of pub. relating to the American Aborigines) N. Y., Museum of the Am. Indian, Heye Foundation pap.

Two Lenape stone masks from Pennsylvania and New Jersey. 7 p. pls. S (Indian notes & monographs; a ser. of pub. relating to the American Aborigines) N. Y., Museum of the Am. Indian, Heye Foundation pap.
Apply to the Museum for prices of the above.

Stagg, Clinton Holland

Silver sandals; il. by Will Foster. 11+305 p. front. D (Popular copyrights) [c. '16] N. Y., Grosset & Dunlap $1

Teall, Gardner

Bookplates by Sidney L. Smith; with a check-list of the bookplates. 17 p. front. pls. O c. Kansas City, Mo., Alfred Fowler, 17 Bd. of Trade Bldg. pap. $1

Thatcher, Oliver Joseph, and McNeal, Edgar Holmes

Europe in the middle age. 18+547 p. (6 p. bibl.) pls. maps D [c. '20] N. Y., Scribner $3 n.

Thayer, Lee [Mrs. H. W. Thayer]

The mystery of the thirteenth floor. 396 p. D (Burt's copyright fiction) [c. '19] N. Y., Burt $1

Uppvall, Axel Johan

August Strindberg; a psychoanalytic study; with special reference to the Oedipus complex. 95 p. (4¼ p. bibl.) O (Psychological ser.) [c. '20] Bost., Badger $2.50 n.
The author is a member of the department of romance languages, University of Pennsylvania.

Waterman, Thomas Talbot, and Coffin Geraldine

Types of canoes on Puget Sound. 43 p. (3 p. bibl.) pls. S (Indian notes & monographs; a ser. of pub. relating to the American Aborigines) N. Y., Museum of the Am. Indian, Heye Foundation pap. apply

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Sheets, F. H.
A hymn of faith; music by Jane Churchill Watt; decorations by Herbert D. Williams. no paging D [c. '20] N. Y. and Cin., Methodist Bk. Concern pap. 25 c. n.

Stose, George W.
Strontium in 1919. various paging tabs. O (Dept. of the Interior, U. S. Geol. Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Sturtevant, A. H.
The dipterous genus zygothrica of Wiedemann. various paging il. O (No. 2330—from the proceedings of the U. S. Nat. Museum, v. 58) Wash., D. C.. Gov. Pr. Off., Supt. of Doc. pap.

Sullivan, Oscar M., comp.
Compilation of court decisions, Attorney General's opinions, Dept. of Labor advice relative to the Workman's compensation act; from date when act was effective to July, 1920; published under section 243, chapter 467, G. L. 1913; prepared by [compiler] by direction and authorization of John P. Gardiner, Commissioner. (Bull. no. 17) St. Paul, Minn., State of Minnesota, Dept. of Labor and Industries pap.

Thomas, Oldfield
Report on the mammalia collected by Mr. Edmund Heller during the Peruvian expedition of 1915 under the auspices of Yale University and the National Geographic Society. various paging pls. O (No. 2333—from the proceedings of the U. S. Nat. Museum, v. 58) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Treadwell, Aaron L.
A new polychaetous annelid of the genus nereis from Brazil. various paging il. O (No. 2347—from the proceedings of the U. S. Nat. Museum, v. 58) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Trowbridge, Arthur Carleton
The erosional history of the driftless area. 127 p. il. pls. charts tabs. diagrs. O (Studies in natural hist., 1st ser., no. 40; v. 9, no. 3) '21 Iowa City, Ia., Univ. of Iowa pap. $1

Tyron, F. G.
Fuel briquetting in 1919. various paging tabs. O (Dept. of the Interior, U. S. Geol. Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

U. S. Commissioner of Education
A survey of education in Hawaii; made under the direction of the Commissioner of Education. 408 p. (25 p. bibl.) tabs. charts pls. O (Dept. of the Interior, Bu. of Educ. bull., 1920, no. 16) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 50 c.

U. S. Dept. of Commerce
Annual report of the Director of Bureau of Foreign and Domestic Commerce to the Secretary of Commerce for the fiscal year ended June 30, 1920. 85 p. O Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

University of Texas
The Texas history teachers' bulletin. 50 p. diagrs. O (Univ. of Texas bull., no. 2064, Nov. 15, 1920, v. 9, no. 1) Austin, Tex., Univ. of Texas pap.

Van Cleave, H. J.
Two new genera and species of acanthocephalous worms from Venezuelan fishes. various paging pls. O (No. 2346, U. S. National Museum) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Watson, William

A text-book of physics; including a collection of examples and questions; 7th ed. rev. by Herbert Moss. 26+976 p. il. diagrs. tabs. charts O N. Y., Longmans, Green $6 n.

Wells, Carolyn [Mrs. Hadwin Houghton]

The man who fell through the earth. 296 p. D (Popular copyrights) [c. '19] N. Y. Grosset & Dunlap $1

Westcott, Henry Palmer, comp.

Pressure extension. 87 p. tabs. nar. F [c. '20] Erie, Pa., Metric Metal Works $10 n.

Orifice meter differential and static pressure readings for each hour.

White, Horatio Stevens, ed.

Memorials of Willard Fiske; collected by his literary executor; v. 2, The traveller. 15+295 p. O [c. '20] Bost., Badger $3 n.

Partial contents: Letters from Scandinavia; Correspondence of the *Syracuse Star;* Dreams in Germany; Professor Eiske in Iceland. These letters were written between 1852 and 1879.

Williamson, Charles Norris, and Williamson, Alice Muriel Livingston [Mrs. Charles Norris Williamson]

Everyman's land. 370 p. D (Burt's copyright fiction) [c. '18] N. Y., Burt $1

Wilson, Frank Elmer

What a churchman ought to know. 57 p. T [c. '21] Milwaukee, Wis., Morehouse Pub. Co. pap. 15 c.

What an Episcopalian should know about his church and its sacraments.

Wister, Jones

Jones Wister's reminiscences. 13+459 p. il. D c. '20 Phil., Lippincott priv. pr.

Wood, Irving Francis

The heroes of early Israel. 229 p. (1½ p. bibl.) il. pls. maps D c. '20 N. Y., Macmillan $2 n.

The author is professor of Biblical literature, Smith College.

Wood, Leonard

America's duty; as shown by our history, its facts and fallacies. 252 p. front. (por.) S +c. '21] Chic., Reilly & Lee $1.25 n.

Partial contents: The struggle for peace; Constructive work in the army; Lessons of the world war; The Australian system of defense; The Swiss system of defense.

Worcester, Joseph Emerson

A comprehensive dictionary of the English language, embracing a copious vocabulary of words in common use; with their definitions and pronounciations, together with numerous supplementary useful tables; a new ed., rev. and enl.; prepared upon the basis of the latest ed. of the unabridged dictionary of Joseph Worcester. 692 p. il. O [c. '20] Phil., Lippincott $1.76 n.; indexed $2.20 n.

Younghusband, Sir George John

The jewel house; an account of the many romances connected with the Royal regalia; together with Sir Gilbert Talbot's account of Colonel Blood's plot here reproduced for the first time. 256 p. col. front. pors. pls. (part col.) facsms. O N. Y., Doran $5 n.

Beside the story of the crown jewels of England, the author gives the history of the diamonds, rubies and sapphires of priceless value now in the king's crown.

Youngken, Heber Wilkinson

Pharmaceutical botany; a text-book for students of pharmacy and science; 3rd ed., rev. and enl.; with 238 il. and glossary of botanical terms. 19+479 p. front. il. D c. '20 Phil., Blakiston $3.75 n.

Walker, Bryant

A new fresh-water mollusk from Indiana. various paging il. O (No. 2321—from the proceedings of the U. S. Nat. Museum, v. 57) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Watkins, Gordon S.

Labor problems and labor administration in the United States during the world war; pt. 1, Nature and analysis of the problem; pt. 2, The development of war labor administration. various paging (3¼ p. bibl.) O (Univ. of Ill. studies in the social sciences, v. 8, nos. 3 and 4) [c. '20] Urbana, Ill., Univ. of Illinois pap. ea. $1

Weaver, John E.

Root development in the grassland formation; a correlation of the root systems of native vegetation and crop plants. 136 p. tabs. pls. (part fold.) O (Publication no. 292) Wash., D. C., Carnegie Institution of Washington pap. $4

Wells, Roger Clark

Sodium compounds in 1919. 76 p. O (Dept. of the Interior, U. S. Geol. Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Westgate, Lewis G.

Deposits of iron ore near Stanford, Montana. various paging chart O (Dept. of the Interior, U. S. Geol. Survey, bull. 715-F) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Willys-Overland, Inc.

Overland model four; operation and care. 29 p. il. pls. tabs. diagrs. O Toledo, O., Willys-Overland, Inc. pap. apply

Willys-Knight 20; operation and care. 35 p. pls. plans il. tabs. O [c. '20] Toledo, O., Willys-Overland, Inc., pap. apply

Wisconsin State Bd. of Health

Manual and directory of Wisconsin hotels; including the laws and rules governing sanitation, maintenance, fire protection, water and sewerage, and miscellaneous statutory requirements; ed. of 1920. 66 p. O Madison, Wis., The State Bd. of Health pap. gratis

The Publishers' Weekly

62 West 45th Street, New York

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Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY *is not responsible for errors. Parties with whom there is no account must pay in advance.*

Under "HELP WANTED" or for other small undisplayed advertisements, the charge is 20 cents a nonpareil line. No reduction for repeated matter. Count seven words to the line.

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Trade Advertising

Advertising men who present the argument that they will not go into certain big publications, that is, publications carrying several hundred pages of advertising because their page would be lost in it, are either superficial in their observations or else they do not understand the fundamentals of the publishing and advertising business. I cannot imagine a trade paper being of value to its readers without advertising, or with only half a dozen advertising pages. The advertising sections of our better trade papers have become almost as educational to the readers as the reading pages.—M. C. ROBBINS *of Printer's Ink.*

Rare Books, Autographs and Prints

THE Senate Committee has at last taken action and provided for an appropriation of $496,000 for the long proposed national archives building.

Preparation for the wide observance of the 600th anniversary of the death of Dante, on September 14, 1921, are being made by Catholics in this country.

The original manuscript of Whitman's "After All Not to Create Only," has been sold to W. W. Cohn, a Wall Street banker, by Gabriel Wells, the Fifth Avenue rare book dealer.

The New York Public Library expects to receive in the near future the notable dramatic collection consisting of photographs, clippings, play bills, manuscripts, comprising all the modern notables of the American stage, left to it by the late Robinson Locke, of the *Toledo Blade*.

Part IV. of selections from the purchases and stock of the late George D. Smith, will be sold at the Anderson Galleries, February 23 and 24, by order of his estate. This is a lot of rare books of all kinds and periods to which have been added sixteen paintings of literary and historical interest.

The Frederic Gallatin, jr., collection of books on ornithology, formerly owned by the late Theodore N. Vail, was sold at the Anderson Galleries, February 1 and 2. This collection, numbering 465 lots, including all the great authorities, has had the reputation of being one of the most important collections on the subject ever brought together. The star lot of the sale proved to be John Gould's works in 45 volumes, folio, bound in full Levant, which Gabriel Wells bought for $3800. The extent of Gould's works, covering the birds of Europe and Asia, with illustrations unequalled for careful drawing, lifelike composition, and beautiful coloring, is well known to bird lovers. The set of Audubon's "Birds of America," 4 vols., elephant folio, London, 1827-28, with the "Ornithological Biography," 5 vols., royal 8vo, Edinburgh, 1831-39, and "A Synopsis of the Birds of America," a companion volume, all bound in half pigskin, also went to Mr. Wells for $2600. The works of Daniel C. Elliot, in thirteen lots, beginning with "A Monograph on the Pittadae," published in 1861-63, and concluding with "The Wild Fowl of the United States and the British Possessions," 1898, brought $823. Seldom, if ever, have these three great works been sold in a single sale before. Other important lots and the prices which they brought were the following: An album containing two water colors by Audubon, one of Bell's Vireo and the other of Morton's Finch, with an autograph letter and engraved portrait of the naturalist, $685; Audubon's "Birds of America," 1840-44, rare first octavo edition, $420; Bewick's "History of British Birds, 2 vols., with supplement, imperial 8vo, 1797-1821, first edition on large paper, $100; Buffon's "Histoire Naturelle des Oiseaux," 10 vols., 4to, 1770-86, original edition of this famous work, $195; Catesby's "Natural History of Carolina, Florida and Bahama Islands, containing the figures of Birds, Beasts, Fishes, Serpents," etc., 2 vols., folio, London, 1731-48, very rare first edition, $115; Dresser's "History of the Birds of Europe," 8 vols., imperial 4to, London, 1871-81, original issue of this standard work bound from parts, $175; *The Ibis*, a magazine of general ornithology, 45 vols., 8vo, 1859-1907, $280; Levaillant's "Histoire Naturelle des Parroquets," 2 vols., atlas folio, Paris, 1801-05, the most elaborate and artistic work on the parrot ever published, $220; Transactions of the Linnean Society, 26 vols., 4to, London, 1791-1865, $112.50; White's "Natural History of Selborne," 4to, boards, uncut, London, 1789, first edition, $75; Wilson's "American Ornithology," 9 vols., 4to, Philadelphia, 1808-14, first edition, $235; and Yarrell's "British Birds and British Fishes," with the supplements, 7 vols., 8vo, London, 1836-60, first edition on large paper, $52.50. The entire collection realized $16,842.90.

A collection of original signed drawings, etchings, paintings, manuscripts, photographs, etc., contributed by famous men and women of the world to "Their Book" will be sold by the American Art Association, by order of the Boston and New York Committees of the Fatherless Children of France Society, on February 28. This collection numbers 345 lots, every one of which is of interest, and together making one of the most extraordinary offerings in the annals of American book auctions. It contains not only all the autographs of all of the political and military leaders of the allied cause but contributions from the leading writers and artists as well. It was with the encouragement and co-operation of Mrs. Leland Eggleston Cofer, chairman of the New York Committee, that Mrs. David Johnston, of the Boston Committee, was able to make the collection now offered for sale. The original plan was that each contribution should be mounted on a page of uniform size and that these be placed together in the beautiful leather case made for it by Miss Sears. Many of the contributions, however, were of such size as not to be adaptable for binding or inclusion with others of more uniform dimensions and many were not received in time to carry out the plan before the close of the war. For these and other reasons it was deemed best to break up the collection. The literary contributions include probably the greatest existing collection of autographs of living writers who have had anything to do with directing thought during the war. Many of the contributions were

written especially for this cause and there are unpublished poems, sketches, and messages of the leading present day writers. Some have contributed original manuscripts, like the draft of the "Eton Ode," an unpublished sonnet and sapphics of the English poet-laureate; the original manuscript of "The Peacemakers," by Joyce Kilmer; the last page of John Masefield's "Tragedy of Nan"; and copies of the most famous of war poems by the author's themselves. Of special interest are the autograph poems or other contributions by members of the French Academy. Nearly a hundred original drawings, paintings, and etchings have been given to the collection by some of the world's greatest living artists. Most of the paintings and drawings have an intimate relationship to the Great War. This unique collection, the deserving cause for which it was brought together, and the widespread interest which it is sure to awaken, will make this a sale long to be remembered by all who attend it.

When the review of this season is written its most remarkable feature will be its numerous and important Americana sales. And notwithstanding their number the market continues active and prices are holding up remarkably well. On January 31, various consignments, including one from P. K. Foley, the Boston bookseller, were sold at the American Art Galleries. The sale included much original historical material, rarities of the Colonial period, of the French and Indian War, the Revolution, War of 1812, and California and the early West. The 273 lots, sold during a single session, brought $18,944. Prices maintained a good average level. The highest price for the sale was paid for a copy of Audubon's "Birds of America," four volumes, London and Edinburgh, 1827-29, which brought $3000. A few of the more important items and the prices which they brought were the following: Orderly Book, kept at Ticonderoga and Mount Independence, covering the period immediately preceding General Benedict Arnold's battle at Valcour Island, October 11, 1776, small 4to, 130 pp., $280; Orderly Book originally the property of Col. Ebenezer Thayer and partly in his handwriting, covering a ninety-day enlistment of the Massachusetts Militia at Boston and Dorchester, August to November, 1776, a three-months' enlistment for the Rhode Island campaign, August to November, 1780, and later records of the Militia during Shay's Rebellion, small 4to, in case, $245; Orderly Book, Cambridge and Boston, February and March, 1776, 52 pp., folio, $155; Orderly Book kept at headquarters in New York during General Putnam's command and after General Washington's arrival, and the marching of troops to Ticonderoga, in 1776, $305; Colonel Peter Horry's Orderly Book, headquarters, Charleston, S. C., August 18, 1776, to May 20, 1777, 234 pp., 12mo, in case, $255; Note Book containing record of occurrences at Newport during the stay of the French Fleet, July 29 to August 29, 1778, oblong small 8vo, 8 pp., $225; Orderly Book kept at headquarters at Newburgh, N. Y., the greater part in the handwriting of Adjutant General Hand, with three signatures of General Washington, 1782, oblong 12mo, 119 pp., in case, $620; "Emigrant's Guide to California," St. Louis, 1849, $520; Eliot's Indian Bible, 2 vols., 4to, 1680-85, second edition, $420; "The Constitution and Laws of the Choctaw Nation," 1847, $380; Cotton Mather's "Honey Out of the Rock," Boston, 1715, hitherto undescribed and unknown, $630; and the first Thanksgiving Proclamation of the United States under the Constitution signed in the autograph of George Washington, in the first year of his presidency, $420.

F. M. H.

Auction Calendar

Monday, Tuesday and Wednesday afternoons, February 14th, 15th and 16th, at 2:30 o'clock. Selections from several private libraries. (No. 1559; Items 940.) Anderson Galleries, 489 Park Avenue, New York City.

Wednesday and Thursday afternoons, February 23rd and 24th, at 2:30 o'clock. Selections from the purchases and stock of the late George D. Smith. (Part 4; No. 1561; Items 672.) Anderson Galleries, 489 Park Avenue, New York City.

Monday afternoon and evening, February 28th. The Fatherless Children of France. Original signed drawings, etchings, paintings, manuscripts, photographs, contributed by famous men and women of the world war to "Their Book." (Items 345.) American Art Association, Madison Square South, New York City.

Catalogs Received

Autographs, historical and literary manuscripts, letters, documents. (No. 107; Items 532.) Estate of George D. Smith, 8 East 45th Street, New York City.

Books, engravings and drawings relating to North America. (No. 409; Items 972.) Francis Edwards, 83, High Street, Marleybone, London, W. 1, England.

Choice and interesting books. (No. 263; Items 719.) Holland Bros., 21, John Bright Street, Birmingham, England.

Scarce and standard books in English literature, Gibbon's Roman Empire, first edition, 1776, autograph letters of Samuel Johnson Boswell: The Baskerville Addison, 1761. (No. V; Items 455.) Dunster House Bookshop, 26 Holyoke Street and Mt. Auburn, Cambridge, Mass.

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The Weekly Book Exchange

Books Wanted and for Sale

BOOKS WANTED

James Adair, 114 So. 6th St., Minneapolis, Minn.
A Genealogy of the Dawson Family.
Builders of Florence, Brown, illustrated by Herbert Railton.

Adam, Meldrum & Anderson Co., Buffalo, N. Y.
Stoddard's Lectures.
Encyclopaedia Britannica, 9th, 10th and 11th editions.

Aldine Book Co., 436 4th Ave., Brooklyn, N. Y.
Broome County, N. Y., History of.
Chenango County, N. Y., History of.
Warren Co., N. Y., History of.
We buy at all times all county histories, books or pamphlets for cash.

Aldus Book Co., 89 Lexington Ave., New York
Cabell (J. B.), Jurgen, any edition.
Cabell (J. B.), Quote all first editions.
Mary Mapes Dodge, Rhymes and Jingles, Scribner.
Ward Locke, 19th Century Classic Series, all titles.
Dr. Douglas Hyde, Three Sorrows of Story Telling.
Yellow Book or Savoy, any odd volumes.
H. L. Mencken, Ambrose Bierce, ed. Saltus, all 1st eds.
J. R. Barrie, Max Beerbohm, W. J. Locke, all 1st eds.

American Baptist Publication Society, 1107 McGee Street, Kansas City, Mo.
Gibbons, Roman Empire, complete set.
Epistles of St. John, by Westcott.
Historic Churches of America, by Wallington.
Hodges' Theology, 3 volumes.
Dictionary of Christian Antiquities, complete set, by Smith.
Schaff Herzog's Encyclopedia, second hand.

American Book Co., 100 Washington Sq., New York
Publishers' Weekly, Nov. 1, 1919.

Wm. H. Andre, 607 Kittredge Bldg., Denver, Colo.
Mackay, History of Free Masonry; state condition.

Arcade Book Shop, 8th and Olive Sts., St. Louis, Mo.
C. Monzert, Practical Distiller.
Sailors' Narratives of N. E. Voyages, Houghton.
Mayor Gaynor's Letters, Ogilvie.
McCaul's Old Paths.
Keith's Land of Israel.
Pryor, Reminiscences of Peace and War, Macmillan.
Dreiser, Genius.
Seiss, Miracles in Stone, Winston.
Ryan, For the Soul of Rafael, McClurg.
Set of Dickens, cloth, cheap.
Ingelow, Sarah Berenger, L. B. & Co.
Ingelow, Don John, L. B. & Co.
Lloyd's Cyclopaedia of Puzzles, Bigelow.
Liljencrantz, Viking's Love, McClurg.
First Nantucket Tea Party, D. P. & Co.
Clyde, History of Irish Settlement, Bath, Pa.
Life of Alexander Campbell.
Herman T. Wolf, Goldfish Breeds.
J. E. Chamberlain, Listeners in the Country, Sherman French.
Proctor, Half Hours with Stars, Putnam.
Life of Capt. John Smith, Edward Asber edition.
G. A. England, Darkness and Dawn.

Archway Bookstore, Seattle, Wash.
Song of the Wolf, F. Major, Moffat Yard.

William M. Bains, 1213 Market St., Philadelphia, Pa.
Hartmann, Paracleus.
Lester, Ku Klux Klan, Neale pub.
Carter, Plastic Millinery, Cassell.
Sandison, How to Behave, Christian Herald.
Wells, Sea Lady.
Return of Peter Grimm, either Dodd or Grosset.
Bishop, Manufacturers of Penna.
Letters of Arthur Heath.
Ridpath, History World, 9 vols.

Wm. Ballantyne & Sons, 1409 F Street N. W., Washington, D. C.
Lucas, A Wanderer in Paris, cloth.
Lewis, Chastity, Fowler and Wells.

Baptist Book Concern, Louisville, Ky.
Spencer's History of Kentucky Baptists.

G. W. Barker, 219 S. Dearborn St., Chicago, Ill.
Lange, Pupit, Meyer, Godet, Pusey, Delitzsch, Henry, Clarke Commentaries.
Send list of general Theological Books.

A. S. Barnes & Co., 30 Irving Place, New York
The Glory That was Greece, Lipp.
The Grandeur That was Rome.

Barnies' Bookery, 724 E St., San Diego, Cal.
Beaumarchais, The Marriage of Figaro (English).
Eddy, Mary, Baker, Miscellaneous Writings, etc.
Gordon, Osceola.
El Raschid.
Publishers' catalogs and terms; also foreign.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.
Coligny, by Walter Besant.
The Mystic Rose.
Sunset of the Confederacy, by Schaff.

N. J. Bartlett, 28 Cornhill, Boston, Mass.
Archko Volume.
Great Ice Age, Gerkie, latest ed.
Sea Power and the French Revolution, Mahan.
Gilbert Parker, Old Quebec, Macmillan.
General Armory, Burke, 2 vols., late ed.

The Beacon Book Shop, 26 W. 47th St., New York
The Dark Lantern, by Elizabeth Robbins.
The Morgesons, Elizabeth Stoddard.
Morning Star, Rider Haggard.

Beane's Occult Bookshelf, 955 Eigth St., San Diego, Cal.
Gadbury's Ephemerides, 1702-1728.
White's Coefestial Atlas, 1740-1799.
Johan Stoeffleri Ephemeridum Opum, 1421-1559.
Ephemerides, 1420-1659; 1702-1799.
Raphael's Ephermerides, 1817 and 1818.
Any old Astrological Works.

A. A. Beauchamp, 603 Boylston St., Boston, Mass.
Memories of a Woman of Pleasure, Leonore Hill.
Homeland of Jesus, Madam De Montford.
Blackmore, Cripps the Carrier.
Drummond. City Without a Church.
Peterkin Family, Hole.
Open Court Magazine, Jan., 1907.
Garnett & Goss, English Literature.

C. P. Bensinger Code Book Co., 13 Whitehall St., New York
Meyers 39th Edition Cotton Code.
A B C 5th A1 Telegraph Code.
Liebers Standard Code.
Pocket Edition Western Union, Universal.
Kellys, Thomas Directories.
Any American-Foreign Language Code.

The Bibliopole, 55 St. Mark's Pl., New York
Donovan, Trial by Jury.
Law Dictionary.
Medical Dictionary, late ed.
English Dictionary, late ed.
Book on Synonyms.
Wallace's Darwin on Evolution.
Butler, Solar Biology.
Raphael, Astrology Heliocentric.
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The Booklovers' Shop, 303 S. 2nd Ave., Minneapolis, Minn.

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Memoirs of Thurlow Reed, 2 vols., Miss Reed.
From Girlhood to Womanhood.

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Reports of Cases Argued and Determined in the Supreme Court of Arkansas, Little Rock, 1840-45, 5 vols.
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Farmers' Cyclopedia of Agriculture, Smith.
Tyranny of Shams, McCabe.
Ancient History of the World, Rollins.
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Roman Lawyer in Jerusalem, Story.
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Benner's Prophecies.
Esther, F. S. Compton; pub. by Henry Holt, 1884.
The New England Primer.
The Loyal Ronans.
Legends of Old Japan, Miss Mitford.
The Rasp, pub. at Fort Riley.
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Gladstone, Homer and the Homeric Age, 3 vols.

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Anspach, Two Pilgrims.
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Loyal Legion, Michigan Commandery, vol. 1, War Papers.
McGroarty, California, Its History and Romance.
Mott, Campaigns of the 52nd Regt., Pa. Volunteer Infantry.
Palliser, The Solitary Hunter, or. Sporting Adventures in the Prairies, London, 1853.
Parr's Technical Catalogue, Circa, 1885.
Parry's Voyage in Search of N. W. Passage.
Pike, Through the Sub-Arctic Forest.
Platt's Guide to Oregon, about 1849.
Portraits and Memoirs of Eminent Americans.
Paul Preston's Works, Doylestown, 1808, pamphlet.
Scottish Clans and Their Tartans, pub. Johnston, Edinburgh.
Simcoe's Journal.
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Tryon's Vegetable Diet, or Vegetable Cooking, Circa, 1720.
Who's Who in the Theatre, 1912.
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Hanbury, Sport and Travel in Northland of Canada.
Selous, Hunter's Wanderings in Africa.
McKenzie, Voyages, 2 vols.
Hearne, Account of a Journey, London, 1795.

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Carpenter, Intermediate Sex.
Adams, A Chapter in Erie.
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Godey's Lady's Book, any vols., 1831 to 1860.
Patten, The Year's Festivals.
Peck, Kingdom of Light.
Sermon on the Mount, Philosopher Press.
Schuyler, Constitution of the Soc. of the Cincinnati, 1896.
Drake, Memorials of the Soc. of the Cincinnati, 1873.
Bugbee, Memorials of the Soc. of the Cincinnati, 1890.
Society of the Cincinnati, anything.
Lincoln Letters, Bibliophile Soc., 1913.
Gray's Elegy, Bibliophile Soc., 1912.
Commons, Documentary History of American Industrial Society, 10 vols.
Moore, Avowals, limited ed., signed.
Crawford. A Sailor Whom England Feared.
Boston Browning Society Papers.
Gissing, New Grubstreet.

Chicago Public Library, Order Dept., Chicago

Bourke, J. G., An Apache Campaign in the Sierre Madre.
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Bridge, E. A., Easy Lessons in Egyptian Hieroglyphics.

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Cass, L., North American Indians.
Caswell, Mrs. H. S., Our Life Among the Iroquois Indians.

Arthur H. Clark Co., Caxton Bldg., Cleveland, O.

Garces, On Trail of Spanish Pioneer, 2 vols.
Cutler, Topographical Desc. Ohio, 1812.
Commerce and Commercial Bulletin, Jl. of, 1920.
Cordier, Some Big Game Hunts.
Russell, Studies of Western Life.
Lincoln, Life of, Blaine.
Ingraham, Southwest by a Yankee.
Devol, Forty Years a Gambler on Mississippi.
Immigrant's Guide to Minnesota, St. Anthony, 1856.
Texas General Laws, 10th Legislature, 2nd extra session, 1865.
Hamilton, Alex., Life by J. C. Hamilton.
McGuffey's Readers, 1st, 2nd, 4th, 1868 series.
McKnight, Old Fort Duquesne.
Jemison, Mary, Life by J. E. Seaver.
Howard, Chief Joseph, His Pursuit and Capture.
Hunt's Merchant's Mag., vol. 47; also vols. 26, 42, 44, 46 to end.

Colesworthy's Book Store, 66 Cornhill, Boston, Mass.

Archko Volume.
Dawn of Civilization, Maspero.
Stevenson's Dictionary of Roman Coins.
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Surgical Aftertreatment, Crandon & Ehrenfrieds.
Cecil Dreams, Myer Winthrop.

L. M. Cornwall, 227 Pa. Ave., N.W., Washington, D. C.

Sigma Chi Manual, 1916.
Democracy, Leisure Hour series.
Robinson, Facts for Farmers.
Lockwood, Historic Homes, Washington.
Leupp, Walks about Washington.

S. Cottlow, 1688 Third Ave., New York

History of Philadelphia Volunteer Fire Dept.

Columbia University Library, New York

Hegel, Philosophy of History, trans, Sibree, Bohn's Library ed., 1902.
Santayana, Lucifer.

Columbia Univ. Press Bookstore, 2960 Broadway, New York

Parker, Where and How.

The Columbus Book Exchange, 61 E. Chestnut St., Columbus, O.

Holt, Henry, Cosmic Relations.
Monroe, Making Business Women.
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Irving S. Colwell, 99 Genesee St., Auburn, N. Y.

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Museum of Comparative Zoology Bulletin, vol. 23, no. 5; vol. 25, no. 2; vol. 28, nos. 2, 4, 6.
Museum of Comp. Zoology Memoirs, vol. 2, no. 2; vol. 4, nos. 1 and 2; vol. 5, no. 1; vol. 14, no. 1; vol. 11, nos. 6 and 7.
New Europe, nos. 14, 15, 16, 57.
Sheridan, T., A Rhetorical Grammar of the English Language, 1783.

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Public Library, Detroit, Mich.

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Butler-Clarke, History of Spanish Literature, 2nd ed., London, 1909.
Chamberlain, Foundations, etc., 2 vols., pub. J. Lane Co.
Chimney Tops of Old Haddan.
Clough, Gesta Pilato, the Reports, Letters, and Acts of Pontius Pilate, 1887.
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Mather, J., Collecting, pub. Holt.
Microtomists Vade-Medum.
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Thornton, Col., Sporting Anecdotes, Sporting Tour Through Various Parts of France in 1802.
Times Current History, vol. 3.
Walton, Little Dot, pub. Revell.
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Howe, Two in Sicily.
Theatre, The, ed. by Clement Scott, new series, vols. 1 to 12 inclusive, ending 1888, and vols. 31, 1898, and all pub. since.

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Bartimaeus, Naval Occasions.
Becke, Louis, By Reef & Palm & Other Titles.
Benson, Cat. of Etchings.
Bibliophile Soc. Pub., quote any.
Brown, Whaling Cruise.
Bulfinch, Life of.
Century Dict., supplementary vols.
Clemens, Tom Sawyer, old ed.
Carter, Robt., Summer Cruise Coast New England, 1888.
Coolidge, Susan, For Summer Afternoons, Bost., 1876.
Crawford, Lucy, Hist. White Mts.
Cunningham, Peter, London.
Curry, Rev. D., Life Rev. D. W. Clark, N. Y., 1874.
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Mass. Audubon Soc. Bulletin, May, 1920.
Melville, Moby Dick, Estes ed.
Metropolitan Museum Bulletin, vol. 1, nos. 1, 6, 8, 9, 10; vol. 2, nos. 3, 6, 11; vol. 3, nos. 1, 2; vol. 4, no. 1; vol. 5, nos. 1, 2; vol. 7, nos. 6, 7, 8, 10; vol. 8, no. 4; vol. 11, nos. 1, 2, 3, 8; vol. 13, no. 12; vol. 14, nos. 8, 10; vol. 15, nos. 1, 5.
Mount Desert, Hist. of, Street.
Moxon, Mechanic Exercises, vol. 2.
New England Anti-Masonic Almanac, 1829.
New Jersey, 4 vols., Lewis Co.
Game Birds of N. Y., N. Y. Museum Memoir 12, 2 vols.
Parkman, Francis, L. P. ed., Conspiracy Pontiac; Jesuits North Amer.; Oregon Trail.
Pratt, Horse Training Book.
Roberts, N. Y. in Revol., with Supplement.
Rowan Co., N. C., Rumple, 1881, 1916.
Sargent, Charles Lenox, Alex. Smith, General Signals for Night & Day, Bost., 1817.
Sawyer, Pistols & Revolvers.
Scripture, Experimental Phonetics.
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Thatcher, Traits of Tea Party, 1835.
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Wrentham, Mass., Vital Records.
Genealogies: Baker, Richard, 1889; Cady, 1910; Glover, Hanna, 1905; Hodges, 1853 or 1890; Hume, 1903; Ingersoll, 1893; Kolb, Kulp, etc., 1895; Lawrence, 1858; Lindsay, 1889; Ogden, 1906; Root Gen.; Shannon Gen.; Southwick, Lawrence, Descend.; Starr, 1879.

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Benjamin, Practice of Architecture, 1833.
Brown, European and Japanese Gardens.
Martin, Building Construction.
Brochure Series.
Platt, C. A., Italian Gardens.
Triggs, The Art of Garden Design in Italy.
Benjamin, Asher, The Rudiments of Architecture. Boston, 1814.
Lyon, Colonial Furniture in America.
Mumford, Oriental Rugs, 1st ed.
Corner & Soderholtz, Colonial Architecture in New England.

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Chanler, Colonial Architecture in Maryland, Pennsylvania and West Virginia.
Cram, English Country Churches.
Sturgis, Dictionary of Architecture. 4 vols.
Adam, R. & J., Works in Architecture (original) 3d vol.
Any books relating to Architecture. Furniture, Decorations and the Kindred Art

B. Herder Book Co., 17 South Broadway, St. Louis, Mo.

Catholic Encyclopedia.
Fulmore, History and Geography of Texas.
Brown, History of Texas.
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Macleod, History of Catholicism in North America.

Walter M. Hill, 22 E. Washington St., Chicago

Austin Leigh's Jane Austin, 1874.
Davy Crockett's Autobiography.
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Dumas' Works, vol. 17, limited ed.
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Works of Marryatt, 24 vols., Dent.
Melville's Israel Potter; White Jacket, Redburne.
Oliver's Life of Hamilton.
Patterson's Memoirs, 1885.
Richardson's Vita Medica, Longmans, 1897.
Sewall's Diary.
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The World of Men.

Himebaugh & Brown, Inc., 471 Fifth Ave., New York

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Matthews ed. of De Quincy.

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Making of a Marchioness, Burnett.
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History of San Benito County, Calif., 1881.
History of San Diego County, Calif., 1883.
History of Sutter County, 1879.
History of Sonoma County, Calif., 1880.
The Medici, Colonel G. F. Young, London, John Murray, 1913.
Mother of California, North.
The Picaroons.

Paul Hunter, 401½ Church St., Nashville, Tenn.

Brand's Iconoclast, 2-vol. ed.
Clarke's Commentary, 6 vols., ed. before 1860.
Woolard's All That's Lovely, limp leather.
Jones & Rhys, The Welsh People.

Henry E. Huntington Library, San Gabriel, Cal.

Butterfield, Washington-Irvine Correspondence.

H. R. Huntting Co., Myrick Bldg., Springfield, Mass.

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Frank Leslie's Boys' and Girls' Weekly, 1874-81.

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J. Marshall's Life of Geo. Washington, 50 vols., 2nd ed., 1805.
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Vol. 9 only, Americana, pub. 10 years ago.

L. C. G., care Publishers' Weekly

Lucretius, by W. H. Mallock, published by Lane.

Chas. E. Lauriat Co., 385 Washington St., Boston

Greek Lines, Van Brunt, H. M.
In the Sargasso Sea, Janvier.
Dorothy Vernon of Haddon Hall, Charles Major.
Jurgen's Cabell.
History of Ornament, Hamlin, Century.
Patrins, L. I. Guiney, Copeland & Day.
Judgment of Eve, May Sinclair.
Sun Maid, Mrs. Alexander.
Old Myddleton's Money, Mrs. Alexander.
Wooing O'tt, Mrs. Alexander.
Architecture for General Readers, Stratham, Scribner.
Life of Rear Ad. John A. Winslow, Putnam.
Shipbuilding Industry in the U. S., Wash., 1882.
Ecco Homo, Nietzsche.
Drake, Historic Mansions, New Illus. ed., 1899 or 1900.
Drake, Old Landmarks, New Illus Ed., 1900.

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Guide to Birds of New England and Eastern N. Y., Ralph Hoffman, H. M. Co.

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Clarke, Ida, Domestic Science for the First Year.
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A. Atlas Leve, Syracuse, N. Y.
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C. F. Lewis, 622 Pike St., Seattle, Wash.
Davis, Rise and Fall Confederacy.
DeMorgan, First Notion of Logic.
Potter, M., Flame Gatherer.
Lewis & Clark Expedition, McClurg.

C. F. Liebeck, 859 E. 63rd St., Chicago, Ill.
Sabin's Dictionary Americana, any parts.

B. Login & Son, 152 E. 23rd St., New York
Albutt, System of Medicine, last ed.
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Haab, Ophthalmoscopy.
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Poems, William Collins, ed. William Thomas, pub. Macmillan.
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Beard, Story of J. F. Oberlin, Pilgrim Press.
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Hough, Magnificent Adventure, Appleton.
DuBois, Fireside Child Study, Dodd.
Fletcher, History of Architecture, 5th ed., Scribner.
James, W., Psychology, American Science Series, Briefer Course, Holt.
Kirkegaard, Practical Handbook of Trees, Shrubs, Vines, etc.
Hardy, Under the Greenwood Tree, cloth, Harper.
Darby O'Gill and the Good People, Templeton.
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Cabell, Jurgen.
Life of Lucretia Mott.

Newman F. McGirr, 39 S. 19th St., Philadelphia
Brotherhead, Book of the Signers, Phil., 1861.
Same, Phila., 1875.
Essay of Autographic Collections of the Signers of the Dec. of Ind., N. Y., 1889.
Life of Alfred Lyttleton, Longmans, 1917.
Staunton, Handbook on Chess, London, 1847.
Jones, Juniata Valley, Penna.
Autobiography of Charles Biddle, Phia.
Barber, Dr. E. A., Amer. Glassware, 16mo, Phila., 1900.
Union and Middlesex, N. J.
Field, Eugene, The Stars, N. Y., 1901.

S. F. McLean, 248 South Broadway, Los Angeles, Cal.
Bartley Campbell's The White Slave.
Calvert's Spanish Series, Architecture, any vols.

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Mencken, Amer. Language.
Suppressed Poems of Lord Alfred Douglas.
Burke, Works, 18 vols.
Harmonics of Evolution.
Strickland, Lives of Queens of England, Abridged, A. B. Co.
Wickham, Horace for Eng. Readers, Froude, 1903.
Allen, Reason, Oracle of Man.
Life and Public Services of Wm. Fessenden.
C. P. Gilman, The Home, Doubleday.
Hind, Short Histy. of Engraving & Etching.
Catalog of Collection of Chinese Porcelains, etc., in Walters Art Gallery, illus.

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Bernard, Geoffry Tory Riverside Press.
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James, H., What Mazie Knew, or any 1st eds.
James, Bibliography, Phillips.
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Omar Khayyam, Putnam, 1900.
Omar Khayyam, Nicholas Version.
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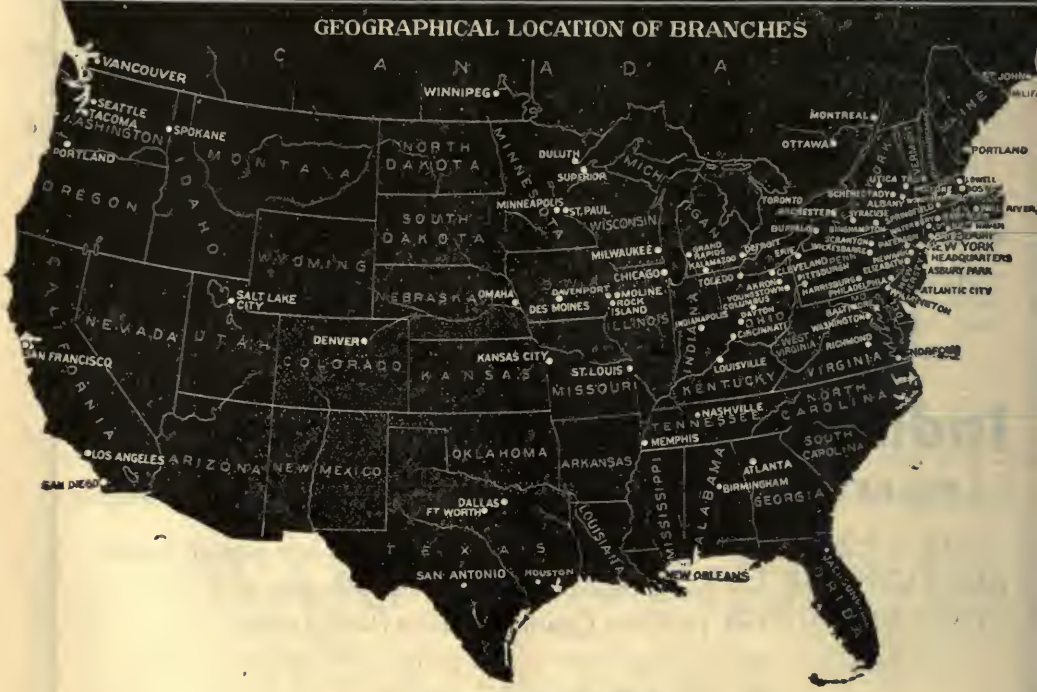

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The Publishers' Weekly
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February 19, 1921

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—BACON.

What Is An Essential Industry?

THE annual statistics of book publishing in all countries, which are a feature of the Annual Summary Number in the PUBLISHERS' WEEKLY have called forth, as usual, many varying comments from the public press, but perhaps the most extraordinary deduction from the figures is that in an editorial in the Chicago *Evening Post* of February 4th, which reads as follows:

The Book Trade in Germany

Whatever other trades may be languishing in Germany, that of publishing books seems to be making a remarkable recovery. In the year prior to the war Germany published slightly more than 35,000 books. In 1918 this output had dropped to 14,700. In 1919 it had climbed back to 26,200, almost twice the combined output of Great Britain and France for the same year. The figures for 1920 are not yet available.

Possibly if some of the energy the Germans seem to have put into the writing of books and their publication had been directed to developing the essential industries, they would be in better shape to pay their indemnity, but everybody has had to explain how it all happened and why the responsibility for defeat rests upon the shoulders of somebody else.

That the newspaper which has been famous for years for its literary supplement should be commenting on book publication as a non-essential industry is rather disturbing. Presumably the writer believes that, if the Germans would cease such frivolous things as expressing opinions in print, or allowing their writers to find an outlet, and turn themselves to making iron ingots or wooden toys, the reconstruction period would be greatly hastened. It may be that this would be so, but there can be no doubt that Chicago has reason to be more proud of Carl Sandburg or Edgar Lee Masters than of the sales record of the Gold Dust Twins. Germany will recover no faster by ceasing to produce her literature.

The Cumulative Effect

ONE of the great advantages of the campaign that has been set in motion for wider distribution of books is the repetition from city to city and store to store of the same slogans. This repetition gradually sinking into the consciousness of any traveler finally induces many to turn to the idea of books. The slogan of "Buy a Book a Week," used once even in so widely read a periodical as the *Atlantic Monthly* does not begin to have the force that comes from its reiteration from book-page to book-page and from store to store. Already many people who travel about are commenting on the appearance of the Year Round Bookselling slogans, the "America Month," the "More Books in the Home," the "Buy a Book a Week," etc. Keeping these things to the front for twelve months will have many times the effect of the effort for a few months, and the resulting benefit to the trade will be increased in proportion.

The Value of Imprint

A RETAIL bookseller was asked recently to read thru a book which was in manuscript form and judge of its possible retail sale, as measured by his experience. After an evening with the typewritten pages, he passed it back with the opinion that he was in no way able to judge the book in that form; he could not visualize it as a piece of merchandise, or judge whether he would buy it in quantity or not.

The buyer for the retail market relies, far more than he realizes, on the imprint. When he sees a new book, he may not think back thru the processes which have finally selected that book for publication, but he instinctively knows that the publisher whose imprint it bears would not have gone to that final expense of plates and printing unless it had been far more carefully thought over than would be possible by one reader's perusal.

The imprint of a house which has shown discrimination in the past is of inestimable value in guiding not only the retailer but the ultimate reader, and every publisher should realize that he cannot often tamper with this standard, or the favorable expectation in the minds of the public will be injured.

Miami, Florida, Feb. 7th, 1921.

TO RELIGIOUS BOOK WEEK

The spiritual nature needs nourishment no less than the body, and religious books supplement the Bible, the Church, and the Sunday School. The religious book section of the Christian library should be large and often consulted.

WILLIAM JENNINGS BRYAN.

Greece Joins Berne Convention

GREECE has notified the Swiss Federal Council of its adherence, as from November 9th, 1920, to the revised Convention of Berne of November 13th, 1908, for the protection of literary and artistic copyright.

This adhesion is subject to the following reserves provided for by Article 25 of the said Convention:—

(1) So far as concerns the exclusive rights of authors to make or authorise the translation of their works, the Greek Government, instead of adhering to Article 8 of the revised Convention of 1908, elects to be bound by Article 5 of the Convention of September 9th, 1886.

(2) So far as concerns the reproduction of newspaper and periodical articles, the Greek Government, instead of adhering to Article 9 of the revised Convention of 1908, elects to be bound by Article 7 of the Convention of 1886.

(3) So far as concerns the right of public representation of dramatic or dramatico-musical works and that of public presentation of musical works, the Greek Government, instead of adhering to Article 11 of the Convention of 1908, elects to be bound by Article 9 of the Convention of 1886.

As regards its contribution to the expenses of the International Bureau, Greece desires to be rated in the fourth class.

Fourth National Printing Show

INTEREST in trade exposition is reawakening all over the country. Many manufacturers for some time lethargic in their ideas of extension are getting a better grasp on hope and are investigating ways and means for development. It has been established with reasonable certainty that trade shows are not only a help in restoring confidence but also in creating sales. The latest announcement is that of the Fourth National Printing Exposition, comprising all of the allied industries in the Printing, Advertising, Publishing, Lithographing, Papermaking, Stationery and similar lines, to be held at the Twelfth Regiment Armory, 62nd Street and Columbus Avenue, April 25th to May 1st inclusive.

A unique contest is being planned for operators on type-setting machines. Efficiency and skill in the tyepwriting industry was greatly advanced by the contests held at former business shows and the adding machine speed contests helped make skillful and precise operators out of many who were interested in those contests, hence, it is believed that the mechanical arts in the printing line will be given impetus by the contemplated contest of operators. A silver cup as well as many other prizes will be awarded. The committee to have charge of the contest is now being selected and the interesting events will be under the direction of Manager Harry A. Cochrane.

Booksellers Dine and Dance

The Ladies' Night Banquet of the Booksellers' League, the annual affair that is a reliable magnet for all the live ones in the trade in New York and parts adjacent, was given at the Hotel Brevoort on Wednesday, February 16th. Fully one hundred and fifty guests were present, divided fifty-fifty on sex lines.

When the diners were comfortably seated a surprise came in the sudden intrusion of a cowboy in full regalia including two guns which he fired off in realistic hold-up style. It turned out to be the erstwhile circus performer, Robert E. Sherwood, who acted as announcer of the novel features that would be part of the next convention of the A. B. A. at Atlantic City in May.

The speakers were Edna Ferber of "Roast Beef" fame, Don C. Seitz of the *New York World;* Charles Lewis Hind, a former editor of the London *Academy* and author of "Art and I" and "Authors and I," and Edwin A. Bjorkman, who has a number of serious books to his credit. The talks were all informal, and each speaker had some pertinent and many witty things to say about booksellers and book buying, an *ensemble* with an invigorating effect that was greatly enjoyed by all. Dancing followed, and many remained until midnight.

Tickets

MRS. M. B. Chandler of the *Womans Press*, 600 Lexington Ave., New York, has charge of all tickets for the dinner of the Women's National Book Association. Checks and requests for invitations should be mailed to her.

Religious Books as Best Sellers

EVER since the printing press made the rapid distribution of ideas possible, there has been a very natural and human interest in any record of publishing success that has given to any particular title or type of book a distribution of unusual extent. When the publishing anniversaries of the great classics come around, the statisticians are fond of recording the probable number of "Robinson Crusoe," "Vicar of Wakefield," or Pilgrim's Progress" which have been distributed since the first issue.

In more recent years the term "best seller" has become a familiar one in everyday speech, and many who notice no other book publicity look with interest at the records of best sellers as they are chronicled in the press. The story of the sales records of "Uncle Tom's Cabin," of Macaulay's "History of England," of "David Harum," or Harold Bell Wright are familiar to all, but perhaps few realize that the field of religious books often furnishes the most spectacular and continuing records in book sales. While novelists may vie with each other for records of a hundred thousand, there are continually springing up in the field of religious books titles that go far beyond that, and even into the million.

The reason for this may lie in the fact that a book which has caught hold of the religious aspirations of a reader makes him immediately a worker for its increased circulation. A reader who has enjoyed a good novel may recommend it in a friendly way, but the reader of a book that has moved him to his innermost soul feels it his duty and privilege to get others to read. Pulpit as well as pew, Sunday School workers or platform speakers take equal interest in extending this kind of book distribution.

The recent filming of a version of "In His Steps" by Charles M. Sheldon brings to the mind of anyone whose acquaintance thru the book-trade has spanned a quarter century, the extraordinary sale that this book has had, running well over two million copies.

Not many years ago, a publisher put forward a little book entitled "The Song of Our Syrian Guest" by William Allen Knight. When first issued, the editors had little hope of selling over a thousand copies. The sale today is approaching the two million mark. Only another evidence that the public are the supreme judges of what books shall live and what die. President Roosevelt's wonderful knack of seizing upon the inner worth of the book which would appeal to great numbers of people was never so spectacularly demonstrated as when he came forth and urged a countrywide reading of "The Simple Life" by Pastor Charles Wagner of Paris, the sale of which quickly passed the million mark.

This winter Boston has been enjoying a new form of Evangelism, and thousands have flocked to hear the Rev. S. D. Gordon. Thousands have heard him there, but hundreds of thousands have already read his gospel in the famous "Quiet Talk Series," "Quiet Talks on Prayer," "Quiet Talks on Service," "Quiet Talks on Power," etc., well over a million copies of this series having been distributed in the past few years.

Books that directly touch on the interpretation of the Bible have always demonstrated their wide interest, and J. Patterson Smyth's little series on "How We Got Our Bible," "The Bible in the Making," etc., have reached a distribution of well over a half million.

Sales on the Bible itself would, if any complete report could be made, outweigh every other demonstration of book distribution, but altho the totals are lost in unrecorded millions, recent demonstrations of the continuing demand are constantly coming to hand. The King James and Douai versions run steadily on by the million year after year, and the sales thruout the country suffer no abatement in good business years or bad, possibly an increase during the latter. With the coming of the new translation, the American Standard Bible, a new feature of Bible-selling was introduced, and the publishers have estimated that in one field of use alone thirteen million Sunday School scholars and study classes are using the Scripture in that form, and over three hundred styles have been demanded, varying from pocket Bible to the largest pulpit form.

Numerous other translations have also been coming to the front such as the famous Twentieth Century New Testament and the Modern Speech New Testament. One of the most interesting, from the point of distribution, has been the very recent translation by James Moffatt which has already passed its sixteenth edition. The Y. M. C. A. has lent its prestige to that of the original publisher in securing this great distribution.

Everyone in the book-trade remembers how the great sermons of Phillips Brooks obtained tremendous vogue in every type of bookstore, and there have always been coming to the front preachers, whose ideas are demanded in print as well as from the pulpits. One of the most dramatic cases of successful religious book publication has been the series by Harry Emerson Fosdick on "The Meaning of Prayer," "of Faith," "of Service," of which a half million copies have been sold within the few years they have been published.

Both the Y. M. C. A. and the Y. W. C. A. have found book publishing to be an important part of their work, and the fact that they have good facilities at hand makes it possible to get many books quickly to a wide market that could not have been accomplished before. The great denominational houses, too, have built up distributing systems, realizing that it is as much their duty to get the

printed word successfully distributed to the uttermost parts of the country as it is for them to thoroly organize for the spread of the spoken word.

Another interesting feature of the best seller among religious books is the long, continuing and steady sale of many of the titles, books that may not be heard of in most general bookstores, but which, year after year, must be printed in thousands to meet the steady demand. Such a book as C. A. Oliver's "Preparation for Teaching" is sold to a total of 358,000. One of the Reverend Archibald Alexander's books published in 1839, "The Way of Salvation," is still in steady demand to date, as was his "Thoughts on Religious Experience," which came in 1841. J. R. Miller's famous little book on "Wedded Life" is still in demand, after forty years of sale.

The buying public for religious books seems to over-balance in potential possibilities even the field of fiction when just the right note has been stuck.

The Child's Sunday Bookshelf

By Rebecca Deming Moore

THE visitor was being shown the nursery treasures by the six and ten-year-olds, and the expedition had reached the bookshelves. With a "there's our 'Alice' and there's our 'Water Babies,'" they thrust one well-worn copy after another into the visitor's waiting hands. Duly admired and approved, the books went back to their places, while the visitor's gaze wandered to a fresh blue cover on a higher shelf.

"That's our new Sunday book," explained the ten-year-old. "Perhaps you could look at it today because you're company, but we keep it for Sunday like our embroidered dresses and our best shoes. Its a very 'special' book and it has beautiful pictures."

"And we have to have our hands very clean when we look at it," interrupted the six-year-old. Mother reads it to us Sunday afternoons, and we love it."

Later on, when the children had been banished to bed, the visitor took down the "Sunday book" curiously. It was Ethel Nathalie Dana's "The Story of Jesus" which presents the Christ story as the old masters, Giotto, Bordone, Fra Angelico, Domenico Ghirlandaio da Siena, and others told it so marvelously in their mural paintings, supplemented by text arranged from the New Testament. Her hostess found her pouring over the exquisite color reproductions of these masterpieces.

"I've given a great deal of thought to the subject of children's Sunday reading," she began, "and I believe that beauty is the great essential in the 'Sunday book.' We send our children to a beautiful church building where they take part in a dignified and beautiful service. If we believe that beauty of this sort contributes toward spirituality, we can't help feeling that beauty in the book has also a spiritual influence. My children are fond of books, tho they are apt to be a bit too rough with their 'everyday books,' as they call them just as they are sometimes with the puppy and the kitten, but I try to impress on them the 'differentness' of the 'Sunday book.' The getting out of the 'Sunday book' is an occasion. We make a little ceremony of it. Its non-availability for everyday purposes invests it with a certain glamor."

"Do you place most emphasis on the illustrations?" the visitor interposed.

"They help give distinctiveness to the 'Sunday book,'" the hostess returned, "but beauty of language is still more important, especially when reading aloud is part of the Sunday program. It is only the best that can measure up to that test. My babies, and they are just like other people's in that respect, grow restless with a stumbling text, while they listen rapt to the flow of rhythmic sentences even when the meaning of many of the words i beyond their ken. Reading aloud, I believe, the secret of making the 'Sunday book' altogether effective. Of course, I try to read aloud to my children nearly every day, but in a busy household, daily reading is often crowded out, but never on Sunday. It's our get-together for the week. We gather around the fire at the twilight hour in the winter time father and all and in the summer we sit on the porch or under the trees.

"Don't you find it hard to hold the attention of your High School boy and your six-year-old at the same time?"

"No, there never seems to be any difficulty in that direction. We choose our 'Sunday books' as carefully as possible, and my big boy is tolerant if he finds the story a trifle 'young' while my little girl reaches out for what is just a little beyond her grasp."

"And what other books have you used or do you expect to put on the 'Sunday' list?" the visitor questioned.

"Bible stories, of course, belong especially to Sunday and there are any number of collections from which to choose. I haven't applied the beauty test to all, by any means, but I will tell a few that I discovered in the Children's Room of the Public Library, an excellent place for any mother to spend an afternoon, by the way. This book which you have in hand. 'The Story of Jesus,' which of course, is not a collection at all, is ideal in its combination of the actual Bible version, well adapted, and fine illustrations. Dean Hodges's collections, 'Castle of Zion' stories from the Old Testament, and 'The Garden of Eden' stories from the first nine books of the Old Testament, are excellent. The latter has par-

ticularly good illustrations in color by Walter H. Everett, who interprets Old Testament heroes with understanding and artistry. Another collection which I found on the shelves appealed to me especially for the beauty of its pictures: 'Bible Stories To Read and Tell': one hundred and fifty stories from the Old Testament, by Frances Jennings Olcott. Willy Pogány's beautiful pictures in color would be an inspiration to any child. Nora Archibald Smith's 'Old, Old Tales from the Old, Old Book,' illustrated by masterpieces by Doré, Murillo, Tissot and others is also suitable. 'Pilgrim's Progress,' which the modern child does not read to himself to any great extent, is admirable for the Sunday reading hour. The edition illustrated by Rhead is especially attractive."

"Don't you think that biography makes good Sunday reading for children?" put in the guest.

"Yes, indeed, but I believe in limiting it somewhat. There is much that comes under the head of 'everyday' books. There is one book that I saw at the library that I must have for the children's Sunday Bookshelf and that is the Boutet de Monvel 'Joan of Arc.' It comes in a copiously illustrated edition and in another with the same text and only ten of the color pictures. The story of the "Maid" is a story of highest inspiration and one that appeals especially to children. They will also enjoy Howard Pyle's fine illustrations in color for Mark Twain's 'Saint Joan of Arc.' Biographies of men and women who have had great messages for the world seem particularly appropriate for the set-apart day. Selections will depend a great deal on individual taste and conviction, but I jotted down the titles of a few that I hope to add to the Sunday Shelf from time to time."

"Helen Keller's 'Story of My Life,' with its lessons of indomitable courage and perseverance; Booker T. Washington's 'Up from Slavery,' the life-story of the negro educator which is particularly well adapted to reading aloud; Jacob Riis' 'The Making of an American,' showing what an alien did for his adopted country and Dr. Grenfell's autobiography; 'A Labrador Doctor,' a story of devotion to the people of Labrador, are only a beginning.

"Would you include nature books and poetry in the child's Sunday Bookshelf?" asked the visitor.

"Not all nature books, camping and tramping books get good use on other days but you might call Opal Whiteley's 'The Journal of An Understanding Heart,' a nature book. That diary of a little nature lover is a delightful read-aloud book for the whole family, and so are Seton's 'Trail of the Sandhill Stage,' or the 'Story of a Grizzly.' As for poetry, when it meets the test, it should inevitably come in. So far as I know, no one has yet made an anthology which fits on the Sunday shelf, perhaps Kate Douglas Wiggin's 'Golden Numbers' is the best. Here's a task for someone, and I contribute toward it this bit from nine-year-old Hilda Conkling's 'Poems By a Little Girl.'

Easter morning scatters lilies
Up the faint cloudy sky.
I hear the Easter bell,
Ding dong. . . . .ding dong.

Easter morning says glad things
On every doorstep:
Eastern morning says glad things
Over and over.
Poor people, beggars, old women
Are hearing the Easter bell.
Ding dong. . . .ding dong.

100 Religious Books

THE Continent, in a recent issue, published a list of one hundred religious books worth reading in response to the request of an active pastor who wanted such a list of books to recommend to thoughtful laymen for reading. The list was compiled by Cleland B. McAfee. He has done it, he says, with memory of his own pastorate and what he would like to say to his own people if asked by them for suggestions. In a brief introduction Mr. McAfee says such a list "should contain only stimulating books," worth thinking about and helpful in clearing the mind and guiding thought in these interesting days. Here is the list:

I. IN THE GENERAL FIELD OF THE BIBLE AND THE CHURCH

1. Popular Lectures on the Books of the New Testament. A. H. Strong. *Griffith and Rowland,* 1914.
2. The Jesus of History. T. R. Glover. *Association Press,* 1919.
3. The Life of Christ. William B. Hill. *Revell,* 1917.
4. The Rule of Faith. W. P. Peterson. *Doran,* 1912.
5. The Bible; Its Origin, Significance and Abiding Worth. A. S. Peake. *Macmillan,* 1920.
6. English Literature in Account with Religion. E. M. Chapman. *Houghton Mifflin,* 1910.
7. Spiritual Voices in Modern Literature. T. H. Davies. *Doran,* 1919.
8. That One Face. Richard Roberts. *Association Press,* 1919.
9. Christ in the Poetry of Today. Compiled by Martha F. Crowe. *Womans Press,* 1917.
10. The Bible in English Literature. E. W. Work. *Revell,* 1917.
11. The Influence of the Bible on Civilization. Von Dobschutz. *Scribner,* 1914.
12. The Miracles of the New Testament. A. C. Headlam. *Scribner,* 1915.

13. The Life and Letters of St. Paul. David Smith. *Doran,* 1920.
14. Epochs in the Life of Paul. A. T. Robertson. *Scribner,* 1909.
15. The Life of Paul. B. W. Robinson. *University of Chicago,* 1918.
16. Christian Freedom (Galatians). W. M. MacGregor. *Doran,* 1914.
17. The Theology of the Epistles. H. A. A. Kennedy. *Scribner,* 1920.
18. The Pharisees and Jesus. A. T. Robertson. *Scribner,* 1920.
19. The Archaeology of the Holy Land. P. S. P. Handcock. *Macmillan,* 1916.
20. Archaeology and the Bible. G. A. Barton. *American Sunday School Union,* 1916.
21. The Orient in Bible Times. Elihu Grant. *Lippincott,* 1920.
22. The Course of Christian History. W. J. McGlothlin. *Macmillan,* 1918.

II. IN THE FIELD OF CONSTRUCTIVE CHRISTIAN THINKING.

23. The Experience of God in Modern Life. E. W. Lyman. *Scribner,* 1918.
24. What and Where Is God? R. L. Swain. *Macmillan,* 1920.
25. The Common Creed of Christians. W. P. Merrill. *Revell,* 1920.
26. Is Christianity Practicable? W. A. Brown. *Scribner,* 1916.
27. The Church in the Furnace. F. W. Macnutt. *Macmillan,* 1917.
28. Was Jesus Christ Divine? J. H. B. Masterman. *London,* 1905.
29. The Renascence of Jesus. J. R. Cameron. *Doran,* 1915.
30. The Spirit. Canon Streeter and others. *Macmillan,* 1919.
31. The Holy Spirit in Thought and Experience. T. Ress. *Scribner,* 1915.
32. The Redemption of Man. T. B. Kilpatrick. *Scribner,* 1920.
33. The Christian Doctrine of Reconciliation. James Denney. *Doran,* 1918.
34. Concerning Prayer, Its Nature, Its Difficulties and Its Value. Canon Streeter and others. *Macmillan,* 1916.
35. The Meaning of Faith. H. E. Fosdick. *Association Press,* 1917.
36. The Christian Hope. W. A. Brown. *Scribner,* 1912.
37. Immortality. Canon Streeter and others. *Macmillan,* 1917.
38. Do the Dead Still Live? D. H. Heagle. *Judson Press,* 1920.
39. Can We Believe in Immortality? J. H. Snowden. *Macmillan,* 1918.
40. Immortality and the Future. H. R. Mackintosh. *Doran,* 1917.
41. The Coming of the Lord. J. H. Snowden. *Macmillan,* 1919.
42. A Text-Book on Prophecy. J. M. Gray. *Revell,* 1918.
43. Is Conscience an Emotion? Hastings Rashdall. *Houghton Mifflin,* 1914.
44. Conscience and Christ. Hastings Rashdall. *Scribner,* 1916.
45. The Religion of a Layman. C. R. Brown. *Macmillan,* 1920.
46. Sin as a Problem of Today. James Orr. *Doran,* 1910.
47. The Will to Freedom. J. N. Figgis. *Scribner,* 1917.
48. The Truth About Christian Science. J. H. Snowden. *Westminster Press,* 1920.
49. The Originality of the Christian Message. H. R. Mackintosh. *Scribner,* 1920
50. The Three Hour Sermon. Paul Kanamori. *Revell,* 1920.
51. The Christian Religion in its Doctrinal Expression. E. Y. Mullins. *Roger Williams Press,* 1917.
52. Basic Ideas in Religion. R. W. Micou. *Association Press,* 1916.

III. CHRISTIANITY IN VITAL ACTION

53. A New Mind for the New Age. H. C. King. *Revell,* 1920.
54. A Better World. Tyler Dennett. *Doran,* 1920.
55. The Christian Faith and the New Day. C. B. McAfee. *Macmillan,* 1920.
56. Mary Slessor of Calabar. W. P. Livingstone. *Doran,* 1916.
57. Life of General William Booth. Harold Begbie. *Macmillan,* 1920.
58. Biography of J. Wilbur Chapman. F. C. Ottman. *Doubleday, Page,* 1920.
59. The Life and Letters of H. W. Mabie. Edwin W. Morse. *Dodd, Mead,* 1920.
60. My Generation. President W. J. Tucker. *Houghton Mifflin,* 1919.
61. Life of Theodore Roosevelt. W. R. Thayer. *Houghton Mifflin,* 1919.
62. The Education of Henry Adams (Autobiography). *Houghton Mifflin,* 1918.

IV. CHRISTIANITY IN CONSTRUCTIVE SOCIAL ACTION (INCLUDING MISSIONS).

63. West and East. E. G. Moore. *Scribner,* 1920.
64. Christ in the Social Order. W. M. Clow. *Doran,* 1914.
65. The Social Principles of Jesus. Walter Rauschenbusch. *Association Press,* 1916.
66. The Ethics of Jesus and Social Progress. C. S. Gardner. *Doran,* 1914.
67. The Meaning of Service. H. E. Fosdick. *Association Press,* 1920.
68. Psalms of the Social Life. C. B. McAfee. *Association Press,* 1916.
69. Everybody's World. Sherwood Eddy. *Doran,* 1920.
70. World Facts and America's Responsibility. C. H. Patton. *Association Press,* 1919.
71. The Gospel and the New World. R. E. Speer. *Revell,* 1920.
72. The Missionary Outlook in the Life of the War. Edited by the Committee on the War and the Religious Outlook. *Association Press,* 1920.
73. Democracy and Christian Doctrine. W. H. Carnegie. *Macmillan,* 1915.

74. The Psychology of Social Reconstruction. G. T. W. Patrick. *Houghton Mifflin*, 1920.
75. The Great Society. Graham Wallas. *Macmillan*, 1914.
76. The Social Problem. C. A. Ellwood. *Macmillan*, 1915.
77. The Church and Industrial Reconstruction. Edited by the Committee on the War and the Religious Outlook. *Association Press*, 1920.
78. The (Roman Catholic) Church and Labor. J. A. Ryan. *Macmillan*, 1920.
79. Labor and the Common Welfare. Samuel Gompers. *Dutton*, 1919.
80. Labor and the Employer. Samuel Gompers. *Dutton*, 1919.
81. Poverty, the Challenge of the Church. J. S. Penman. *Pilgrim Press*, 1915.
82. New Furrows in Old Fields. W. C. Covert. *Doran*, 1920.
83. A Community Church. H. E. Jackson. *Houghton Mifflin*, 1919.
84. Shall We Stand By the Church? Durant Drake. *Macmillan*, 1920.
85. Some Aspects of International Christianity. John Kelman. *Abingdon Press*, 1920.
86. The Mastery of the Far East. A. J. Brown. *Scribner*, 1919.
87. The Democratic Movement in Asia. Tyler Dennett. *Association Press*, 1918.
88. Japan in World Politics. K. K. Kawakami. *Macmillan*, 1917.
89. Mohammed or Christ? S. M. Zwemer. *Revell*, 1915.
90. Modern Religious Movements in India. J. N. Farquhar. *Macmillan*, 1915.
91. India and Its Faiths. J. B. Pratt. *Houghton Mifflin*, 1915.
92. Zionism and the Future of Palestine. Morris Jastrow. *Macmillan*, 1919.

V. CHRISTIANITY IN PERSONAL INFLUENCE.

93. The Psychology of the Christian Soul. George Steven. *Doran*, 1912.
94. The Psychology of Religion. J. H. Snowden. *Revell*, 1916.
95. The Religious Consciousness. J. B. Pratt. *Macmillan*, 1920.
96. Finding the Comrade God. Walter Fiske. *Association Press*, 1918.
97. Jesus—The Master Teacher. H. H. Horne. *Association Press*, 1920.
98. Jesus—Our Standard. H. H. Horne. *Abingdon Press*, 1918.
99. Ambassadors of God. S. Parkes Cadman. *Macmillan*, 1920.
100. The Strategy of Life. Arthur Porritt. *Revell*, 1920.

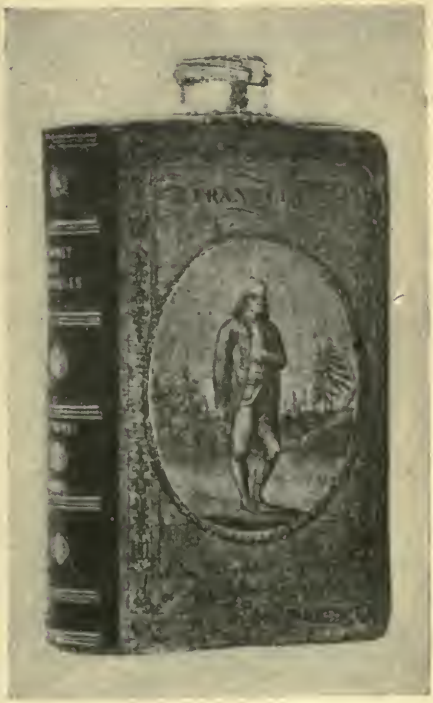
Will the Bottle-Book Come In Again?

WILL vest pocket literature give way to the hip pocket kind, bound in porcelain? Will the exigencies of the times revive the bottle-book? In an article on curious books, ranging from one on oyster shells to one bound in human skin, Walter Hart Blumenthal in The *Bookman* for March will describe these old bottle-books or *reliures-bouteilles* as they were called.

These curious rivals of the flask were invented in 1846 by a firm of French distillers (la maison Fremy frères Bottrel et Cie, distillateurs à Chalonnes-sur-Loire). Intended to increase the sale of their products, they were made of lustrous faience variously designed, and bore bibulous titles such as "Esprit de Franklin."

Bottle-books are now so exceedingly rare that when a museum acquires one it blushes with pleasure. Mr. Blumenthal, who says he has almost lived down an early volume of verse, suggests that appropriate moral sentiments be enameled on the side of these specimens of liquid literature should an enterprising spirit rise up to put out a new edition! He suggests something lugubrious like this:

Let Freedom Ring
The camel drinks once in a year
And then only water, we hear.
How dry he must be—
They tell us that he
Hasn't moisture enough for a tear.
(O dear, we fear
That bone-dry weeping is near.)



THE BOTTLE-BOOK

And tho its a desert today
All over the U. S. A.,
A bottled oasis
Is found in some places
To lighten the caravan's way.
(Gainsay, law may,
A *bier* to our mortal clay.)

The Present Status of International Copyright

Le Droit d'Auteur, the official monthly organ of the International Bureau of the Union for the Protection of Literary and Artistic Works, at Berne, devotes the first number of the year 1921 to reviewing and summarizing the work of the Union from its inception, emphasizing the year 1920. To us, as to the editors of the *Droit d'Auteur*, this seems a fitting time to emphasize the history of International Copyright as upheld by the Berne Convention.

The agreement of union was signed at Berne, September 9, 1886, taking effect December 5, 1887. It was revised at Paris, May 4, 1896, in the form of an additional Act which went into effect December 9, 1897, then amended and united in one single Act at Berne, November 13, 1908; the official title of this Act, which took effect September 9, 1908, is "Revised Berne Convention for the Protection of Literary and Artistic Works."

This revised Convention exerts its influence in all the contracting states except Canada, an autonomous British possession, which continues to be bound by the Berne Convention of 1886 and the additional Paris Act of 1896, until such time as the British Government may join the revised Convention for her.

By virtue of articles 25 and 27 of the Convention, the contracting states were able to point out at the time of ratification, and the recent members may point out at the time of joining, such provisions of the Convention of 1886 or of the additional Act of 1896 as they think should be substituted, at least provisionally, for the corresponding provisions of the revised Convention. A list of reservations made thus on such points is given farther on.

On March 20, 1914, there was signed at Berne an "additional Protocol to the revised Berne Convention of November 13, 1908." This Protocol has been ratified thus far by the following states: Germany, Austria, Denmark, Spain, France, Great Britain, Japan, Luxumberg, Monaco, Norway, the Netherlands, Poland, Sweden, Switzerland and Tunis.

1. LIST OF STATES BELONGING TO THE UNION.

Austria, from Oct. 1, 1920.
Belgium, from the beginning.
Denmark, with the Faroe Isles, from July 1, 1903.
France, with Algeria and the colonies, from the beginning.
Germany, from the beginning (Dec. 15, 1887).
German possessions, from Jan. 1, 1909.
Great Britain, from the beginning.
Great Britain colonies and possessions, from
Greece, from Nov. 9, 1020.
Haiti, from the beginning.
Italy, from the beginning.
Japan, from July 15, 1899.
Liberia, from Oct. 16, 1908.
Luxemberg, from June 20, 1888.
the beginning and July 1, 1912.
Morocco (territory of French protectorate), from June 16, 1917.
Monaco, from May 20, 1889.
Norway, from April 13, 1896.
Netherlands, from Nov. 1, 1912.
Poland, from Jan. 28, 1920.
Portugal, with colonies, from March 29, 1911.
Spain, with colonies, from the beginning.
Sweden, from Aug. 1, 1904.
Switzerland, from the beginning.
Tunis, from the beginning.

2. AGREEMENTS ENTERED INTO BY THE MEMBERS OF THE UNION, REVISED BERNE CONVENTION OF NOVEMBER 13, 1908.

(a). Without reservations:

Austria, Belgium, Germany, Haiti, Liberia. Luxemberg, Morocco, Monaco, Poland. Portugal, Spain, Switzerland.

(b). With reservations:

Denmark: Newspaper and magazine articles (art. 7 of the Berne Convention of 1886, revised by the additional Paris Act of 1896).

France and Tunis: Works of applied art (enforcement of previous stipulations).

Great Britain: Retroactivity (art. 14 of the Berne Convention of 1886 and no. 4 of the concluding Protocol, revised by the additional Paris Act of 1896).

Greece: 1. Exclusive rights of translation (art. 5 of the Berne Convention of 1886). 2. Newspaper and magazine articles (art. 7 of the Berne Convention of 1886). 3. Rights of production and performance (art. 9 of the Berne Convention of 1886).

Italy: 1. Exclusive rights of translation (art. 5 of the Berne Convention of 1886, revised by the additional Paris Act of 1896). 2. Rights of production of translations of dramatic or musical-dramatic works. (art. 9, al. 2, of the Berne Convention of 1886).

Japan: 1. Exclusive rights of translation (art. 5 of the Berne Convention of 1886, revised by the additional Paris Act of 1896). 2. Public performance of musical works (art. 9, al. 3, of the Berne Convention of 1886).

Norway: 1. Architectural works (art. 4 of the Berne Convention of 1886). 2. Newspaper and magazine articles (art. 7 of the Berne Convention of 1886). 3. Retroactivity (art. 14 of the Berne Convention of 1886).

Netherlands: 1. Exclusive rights of translation (art. 5 of the Berne Convention of 1886, revised by the additional Paris Act of 1896). 2. Newspaper and magazine articles (art. 7 of the Berne Convention of 1886, re-

vised by the additional Paris Act of 1896).
3. Rights of production and translations of dramatic or dramatic-musical works (art. 9, al. 2, of the Berne Convention of 1886).
Sweden: Newspaper and magazine articles (art. 7 of the Berne Convention of 1886).

Among those nations which still remain outside the union Czecho-Slovakia, Hungary and Bulgaria give signs of a tendency to join later as they are bound by certain treaties which have copyright clauses in them. Jugoslavia is still out of it, and Russia's attitude is enigmatical, altho she has previously signed three literary treaties with France, Germany and Denmark.

On the continent of Africa there will have to be suitable regulations made for Egypt as well as for the former German colonies.

Australia is a member of the International Union.

In Asia the Berne Convention is effective, and in Japan, with Korea, as well as in all English, French and Dutch colonies and possessions; it is not yet recognized in China, Persia, Siam and Turkey. In the latter, however, preliminary steps have been taken thru the peace-treaty of Sèvres.

In spite of all the efforts of the Union, no progress has been made in America. Neither in South America, where Brazil at one time almost joined, nor in North America has one decisive forward step been taken. Canada, the only nation connected by previous acts with the revised Berne Convention, has not yet amended its domestic law to enable it to become a member of the Union.

The Currency of Religious Books

By Henry F. Cope, D.D.,
General Secretary of the Religious Education Association, Chicago

TO-DAY religious literature is more popularly current partly because of its new vital sense of reality. The trend in serious books is decidedly toward the interpretation of religion in terms of the life that we men have to live to-day. The gates to life have been slowly opening for some time, but the war flung them wide. It projected at a common focus life's naked realities and its profoundest speculations; it crowded into the narrow trench the dreamer, the philosopher and the bare-fisted sons of battle. The hour of supreme crisis, too, could use nothing less than a faith rich with meanings for its need.

There has resulted a literature of religion that has become popular because it made no efforts at popularizing itself, because it simply faced life. And this it did, not by lowering its high standards to our exigencies, but by meeting our needs as beings who live seven days in the week, rather than only one and, also, as beings who on all these seven days have infinitely deep hungers and infinitely high longings. It is concerned not only with living more than with dying but with the realities rather than with the theories and subtleties of living. Ofttimes it speaks like a splendid newspaper prophet, that is, it has the prophet's consciousness of the spiritual and the unchanging eternal, and it has the true reporter's feeling of the great pulsating mass of life, with its infinite variety, its interwoven web of nerves, feelings, purposes and activities, it senses this vast human experience of ours. It is not afraid of that which is high and yet it belongs to the plain wayfaring man, and even he who runs in the busy crowd must read.

The man who reads in his library or on the train a religious book is a new type of man. He may not be a college graduate, but he is the product of a greatly intensified and universalized process of popular education. No matter what his station in life he reads a hundred times as much as his grandfather did. Not only has he gone farther in general schooling, and that a schooling that is certainly much wider in its range of interests, but he shares a world life full of immensely widened interests and intelligence. His mind is no longer parochial; it roves the whole world. He has been forced to think in world terms, or drop out of all communication with his fellows. Because he has thus become a man of broader mind he is ready for those interests that reach still farther. He has stretched his thoughts until they are not afraid of that which is high.

The man who writes the religious book is likewise a broader man. If he is a minister he has shared his educational experiences with his audience; they all went to the same or similar schools. The fact that he was destined for a religious profession did not prevent his making good on a ball team. And now he mingles with the crowd; he belongs to their clubs, plays their games and knows their life at first hand. His kind of book gets into their hands because their kind of books have come into his life.

There has been a great widening and deepening of popular religious education. The oft-forgotten Sunday school has been teaching immense numbers for some decades past. It has been teaching in earnest. To-day its text-books run into the hundreds; its staff of teachers are trained in their methods and their materials; its institutions are often well equipped educationally; its curriculum provides for a surprising large range of religious knowledge. Back of all its efforts lies the endeavor of recognized educational authorities and experts and a literature of ideals and methods of remarkable extent and often of high quality. Now the reader who is

thinking of the old-time Sunday school, t' one that belonged to the "days of real sport" must not elevate a disdainful nose; let him rather look over the modern courses of study, consider the hundreds of trained educators engaged in its work and consider the effect of enrolling one-tenth of the population of the United States in these schools.

It no longer passes for wit to deride religion. To the informed its aberrations are commonplaces, but its past in time and its reach of thought are sources of inexhaustible wonder. A man who seeks to make the most of his mind would no more apologize for reading a book about religion than for being caught in the study of anthropology. Religion is becoming recognized as essential to the normal life that seeks fullness, that is not content with being an animated mechanism.

And therein lies the answer to a question which has been lurking in the background. How can you tell whether the man is reading a religious book? What do you say if he is reading "The Soul of a Bishop?" Is a novel about religion a religious novel? Or, for that matter, is any book about religion necessarily a religious book? The adjective is descriptive; it implies qualities as well as subject. A book about literature may not be a piece of true literature any more than a book about sugar is sure to be sweet. The quality of a religious book lies in its pervading consciousness of the eternal, unchanging values in life; it has a convincing appreciation of the worth of the things for which, at our best, we would give all else without care or reservation. Its power lies in the manner in which it deals with the fundamental motives in life. The pleasure it affords lies in its power to make plain our tangled ways, give order and meaning to our universe, set before us alluring, high paths and aid us to the poise and harmony of the morning stars that sing together.

The Value of a Dollar

THE old anecdote says that "George Washington threw a dollar across the Potomac," but the witty comment on this historic anecdote was that "A dollar went farther in those days." In the discussion of current levels of price, after all allowance has been made for scarcity, demand and special war time pressure, there is no doubt that the most important influence in measuring the difference between prices now and some years ago lay in the fact that the dollar *did* go farther in those days.

Authorities in matters of money and currency have pointed out that when the amount of money represented in national bonds, in short-time notes and printed currency has been increased to many times the former totals there cannot but be a decrease in the value of every dollar, a decrease in its purchasing power. Those who can remember back over America's experience after the Civil War have pointed out that the effect of the inflation in the last few years has been no more radical than it was at that time. A bulletin, issued by the Federal Reserve Bank, points to price levels in 1864-5 to about 230 per cent, or about the same as has been reached just after this war.

As book prices have increased in the past two years much less than other merchandise, it is not without interest to compare what happened to books between 1860 and 1870. A list of titles, selected from publishers' catalogs of that time, shows that there was an average increase of about 80 per cent; for instance, the following table, gathered from the catalogs of that time.

AUTHOR	TITLE	PUBLISHER	BEFORE CIVIL WAR	1870	1915	1920
Abbott, John S. C.	Napoleon Bonaparte	Harper	$5.00	$10.00	$5.00	$10.00
Abbott, Jacob	Franconia Stories	Harper	.50	.90	.60	.90
Abbott, Jacob	Biographical Histories	Harper	.60	1.20	.50	1.00
Collins, Wilkie	The Woman in White	Harper	1.00	2.00	1.25	1.75
Lossing	Field Book, Am. Rev.	Harper	8.00	14.00	7.00	10.00
Mulock	Stories	Harper	.75	1.25	1.00	1.50
Brönte	Jane Eyre	Harper	.75	1.50	1.75	2.25
Motley	Histories (per vol.)	Harper	2.00	3.50	2.00	2.50
Spencer, H.	Education	Appleton	1.00	1.75	1.25	2.00
Ahm, F.	Practical Method Spanish	Appleton	.75	1.25	.75	*1.50
Olendorff	New Method Spanish	Appleton	1.00	2.00	1.00	1.50
			21.35	39.35	22.10	34.90

*Half leather.

The books selected are books that are still on the publishing lists of the same firms, and the increase in list prices between 1915 and 1920 has been only about 50 per cent, i. e., with similar conditions operating, the effect of this war has been less than that of the other.

What brought prices down after 1870 was largely two things: the changed methods in the production of paper, which went as high as 30 cents after the Civil War and came down as low as 4 cents by 1915, and the perfecting of the machinery m book production, which went on by leaps and bounds.

While paper has risen as high as 18 and 20 cents as the result of the present crisis, it is not likely to fall again to such an extent as was possible by the introduction of wood pulp following the Civil War, and the chief possibilities in bringing about reductions in book costs seem to lie in the field of perfecting the process of manufacture and in increasing the market.

As the cost of type-setting and plate-making is so large an item in book production, an increase in the market can have a really marked effect on costs. This does not mean so much the spasmodic increase of market on single titles as the average increase for the general run of titles, brought about by more steady outlets. In the field of book manufacturing the greatest benefit can come, not so much by improved machinery, which has already reached such high levels, but in the study of the ordering of the process of manufacture, so that the book flows from blank paper to a bound and delivered volume in a more smooth and undisturbed course.

Already the webb presses are being used in large editions, and the big factory of Nelsons at Edinburgh has made great progress in the use of these. The webb press makes possible the use of paper on the roll, and decreases the great expense of handling. It has not, however, been proved practical for the average and smaller run of editions. Between the process of the running of the paper thru the presses and the final delivery of the completed book there are many processes, each of which has meant a separate handling, and it may well be that the tendency will be in the direction of smoothing the flow, so that folding, binding, wrapping will be a continuous and therefore less expensive process.

THE BEAUTIFUL RECEPTION ROOM AND LIBRARY IN THE NEW QUARTERS OF THE ATLANTIC MONTHLY PRESS AT THE CORNER OF ARLINGTON AND MARLBOROUGH STREETS, BOSTON. THE MIRROR OVER THE FIREPLACE WAS PRESENTED TO MR. SEDGWICK AND MR. JENKINS BY THE STAFF, ON THE OCCASION OF THE OPENING

The Little Review on Trial

WHETHER or not a chapter from "Ulysses," a serial by James Joyce now being published in the *Little Review*, is "obscure like a cubist painting" and "comparable to Shakespeare and Swift and passages from the Bible," as John Cowper Powys, a man of letters, testified in the Court of General Sessions February 14, or whether it is unfit for readers, as officials of the Society for the Suppression of Vice maintained, is a question the three judges sitting in that court as a jury have promised to decide. The judges have announced that they will base their decision on a personal perusal of the controversial passages.

The passages came up for discussion when the case of Margaret Anderson and Jane Heap was called today. They were charged with having published "an indecent book" in the issue of the *Little Review* for July-August, of 1920.

John Quinn, an attorney, who represented Margaret Anderson, publisher of the *Little Review*, called John Cowper Powys, internationally known as a lecturer on literature, and Philip Moeller, the playwright and also president of the Theater Guild.

Mr. Powys said that in his opinion Joyce's style was too "obscure" to "deprave and corrupt the public," comparing it to a cubist painting in the sense that the latter was a departure from the orthodox methods of painting. He said further that because of the unusual style of combining narrative with dialog the public would be "repelled" rather than attracted to "Ulysses."

Philip Moeller testified, "Ulysses" would bring mystification to the average reader. The work, he said, is far from being in the style of the Freudian school. Nor, he said emphatically, is it "aphrodisiac."

Later Mr. Quinn informed the court that he had three more witnesses—the Rev. Percy Stickney Grant, Ernest Boyd, of *The Evening Post*, and Scofield Thayer, editor of *The Dial*—but it was agreed by all parties not to hear them on the stipulation that their testimony would be the same as that of the two previous witnesses.

Censorship Again

MANY of the authors that have been disturbed over the increased tendency toward censorship in New York will have a fellow feeling in noticing that even the contributors to so substantial a periodical as the *Congressional Record* are not free from such restrictions. Dispatches from Washington announce that General Dawes' recent comments on the army's critics before the investigating committee are not to be allowed to appear in the *Record* without being censored of any words that would hurt the most delicate taste. It is to be hoped that General Dawes' "Journal of the Great War," just coming out in April, will give him permission to say what he pleases as he pleases.

An Uncorrected Galley

TESTIMONIAL

It used to rather get my goat,
In fact, I felt a perfect pup,
When I had wrecked the gravy boat
Or overturned my coffee cup.
But "Etiquette" is mine today,
And, like a gentleman of class,
I am most jocular, most gay,
When I have dumped my demi-tasse.

My fingers used to all be thumbs,
I blushed and inwardly I groaned,
When served with olives, prunes or plums,
Or cherries negligently stoned.
But now, with "Etiquette" to groom
Me such is my temerity,
I flip the pits around the room
With debonair dexterity.

—KEITH PRESTON, Chicago *Daily News*.

IN THE BOOK DEPARTMENT

Manager—Can't you find some way to make yourself busy around here?

Bookish New Salesman—Milton, in his "Sonnet on Blindness," says: "They also serve who only stand and wait."

Manager—Yes, but you must keep in mind that Milton's most famous book was about a fellow that lost his job and went to Hades.

ANOTHER LULU LYRIC

Breathes there a man with soul so dead,
Who never to himself hath read
Miss Lulu Bett by Zona Gale,
Nor seen the play based on the tale?
If such there breathe, go mark him well,
Then steer him to the shops that sell
Good books, and make his soul alive
By digging up one-seventy-five.

—S. DAVIS LEVIN.

NO CATALOG READY

In the latest number of the *Unpartizan Review* Henry Holt tells the following anecdote as used by John Hay:

"Two Jews," he said, "were rescued from a raft by a Cunarder. Both were pretty well used up, when one saw the vessel and murmured, 'A sail, a sail!' The other who was stretched on the raft revived enough to exclaim, 'Mein Gott! I haf no gatalog!'"

HIS WAS THAT KIND

"Are you interested in a loose-leaf encyclopedia?"

"Nope, got one."

"Indeed! Whose?"

"The Britannica."

"Didn't know they published a loose-leaf edition."

"Huh! You ought to see mine after the children had used the volumes as building blocks a few years."

—*Retail Ledger.*

Publishers at the Toy Fair

THE Annual Toy Fair, which has become such an expanding institution in New York during the past five years, was incorporated in 1921 as the National Association of Toy Manufacturers, and each yearly gathering of salesmen and samples at the Imperial Hotel is undoubtedly the great important trade event of the year. At the Imperial Hotel alone there are quartered 229 firms, exhibiting for six weeks, beginning February 1st, and these lines represent manufacturers from almost every state in the union.

Among the exhibitors this year are seventeen publishers of books, including all those who specialize in color books for children. The sale of children's books in toy shops is of marked growth, and each year the publishers are reaching out for more of this business by catering carefully to the requirements of the toy trade. This interest is evidenced in the increased number of publishers' lines shown this year over last. In 1920 only eight firms were represented as against seventeen this year, and their offerings are all of a very high artistic standard—the effect of the keen competition that exists in a field that is open to all. The lines rival each other in fine color effects, in novelty of design, and in their appeal to children's interests.

The following firms are represented at the Toy Fair: Henry Altemus Co.; M. A. Donohue & Co.; Doubleday, Page & Co. as agents for Hodder & Stoughton's line; Samuel Gabriel Sons & Co.; C. E. Graham & Co.; Hurst & Co.; Ideal Book Builders; E. M. Leavens Co., Inc.; Thomas Nelson & Sons who are selling the lines of their parent house the New York Book Co.; Nourse & Co.; Platt & Munk Co.; Saalfield Pub. Co.; Stanton & Van Vliet Co.; Stoll & Edwards Co., Inc.; George Sully & Co.; and the Whitman Pub. Co. All of these are at the Imperial, excepting M. A. Donohue & Co. and C. E. Graham & Co., who are quartered in the Breslin Hotel in the immediate neighborhood.

It is estimated that fully 80 per cent of the distribution of all toy books is thru the toy shops and the gift shops, less than 20 per cent, it is claimed, being sold thru bookstores.

The exhibition, which opened on February 1st, is to continue until March 12th. The wisdom of a six weeks' period is questioned by many of the exhibitors, it being considered that four weeks is amply sufficient, both in the interest of visiting buyers and the economy of selling costs.

The Rose Mary Crawshay Prize

THE Rose Mary Crawshay prize for English literature has been awarded by the committee of the British academy to Miss Jessie L. Weston for her book called "From Ritual to Romance," dealing with the legend of the Holy Grail. The prize is £100 and carries with it very great distinction. Miss Weston is much to be congratulated.

HUGH S. EAYRS
PRESIDENT AND MANAGING DIRECTOR, THE MACMILLAN CO. OF CANADA, LIMITED

Children's Books By the Box

A DEVELOPMENT of the popular selling of children's books thru new outlets is being made by Harper & Brothers, who have been making special efforts to catch the interest of the toy dealers who will furnish a new outlet for children's books. One interesting effort is the offering of a "Harper Library for Boys." These books are made up in sets of ten, ranging from "Robinson Crusoe" down to Coffin, Heyliger and Henty. These books are boxed in attractive carton, and with each set of ten books is included a steel section for holding the volumes. As he purchases another group of books, another steel section will be automatically added, the two fitting together into an attractive bookcase. The set of ten volumes, together with the first steel section, sells for fifteen dollars. There is a girl's library, of course, too, in which the same idea is carried out. This plan is being merchandised from Harper's new promotion headquarters at 130 West 42nd Street. From the same headquarters Harper's are pushing a "Bubble Book" nursery phonograph, a phonograph of standard design but of small size.

$25.00 for Travelers

"What Makes a Good Window Display?"

For the best article of from 2 to 4 column length received by February 25th, THE PUBLISHERS' WEEKLY will pay $25.00.

The traveler sees book displays of every kind. What are the characteristics of the successful window?

$25.00 for the Best Article Written by Any Traveler of a Publishing House

Harrod's Book Fair

THE great English department store of Harrod's held a book fair last fall, which was reported in the PUBLISHERS' WEEKLY, and the full particulars that have been received lately give some details that will be of interest to the American book-trade. Miss Ethel Pook, who visited America and American bookshops last spring, developed this idea to fit the background of her great book department, and comment in the London press indicated that she accomplished something for book publicity similar to what Mrs. Hahner has accomplished for the Marshall Field book department.

Not only authors, but prominent people in the publishing world lent their interest, and as the English novelist is perhaps more cautious of appearing in trade circles than his American brother, Miss Pook's accomplishment in interesting all this group is the more noteworthy.

The first program was presided over by Mr. Meredith, son of the late George Meredith, and a director of the publishing firm of Constable's. Colonel Repington was present and spoke on "The Importance of Books in Producing Opinions Abroad." Gilbert Frankau, Muriel Hine, and A. S. Neill were among the others present. Henry Murray, of the famous publishing firm, presided on the second day. He ventured the opinion that the special note of literature in these days is sensationalism. Probably he had the Margot Asquith papers in mind. Charles G. D. Roberts, of Canada, read from his own and from Bliss Carman's poems. Mrs. Baillie-Reynolds appeared, and Mrs. Belloc Lowndes talked on "Crime in Fiction." Mr. Murray exhibited a manuscript of Scott's "Abbot," and of poems of Byron, saying that it was in the house in which he now lives that Scott and Byron met with his grandfather.

On the next day there were among the speakers Florence Barclay, Temple Thurston and Pett Ridge, who talked with and on "The London Accent." Sidney Pawling, head of Heinemann's, presided on the fourth day, and Sir Arthur Spurgeon of Cassell's was one of the speakers. A new type of celebrity was introduced when P. F. Warner, the famous English cricketer, spoke on "Cricket Books." On the fifth day Sir Ernest Hodder-Williams of Hodder & Stoughton presided, and among the speakers were Patrick MacGill, S. P. B. Mais and Angela Brazil, the popular English author of girls' books. One of the reporters of the occasion closed his enthusiastic account by saying:—

"Miss Pook, who has been to America, was responsible for this, but even America does not do these things as well as we do them in England."

Among the Publishers

A Week's Gleanings of Book-trade News

Macmillan & Co. have issued the first volume of their new edition of Henry James, which is to come out in 35 volumes.

THE *New Republic,* which has been marketing an especially manufactured edition of Wells' "Outline of History" at $11.80 for the books and a year's subscription, has now reduced the price to $10.80.

"MISS LULU BETT," having been first launched in book form, and now running before enthusiastic audiences as a play, is to have its play form now printed, including both the original third act and the subsequent version.

MARY HEATON VORSE O'BRIEN, author of "The Prestons" and other novels and short stories and Robert Minor, cartoonist, were recently married. It is rumored that the ceremony was performed at Mrs. Minor's home in Provincetown.

THE MACMILLAN COMPANY is about to publish a de luxe edition of Lord Morley's works uniform with their de luxe editions of Tennyson, Pater, Arnold, Lamb and Hardy. The edition will be limited to 500 sets for England at one guinea a volume and 250 sets for America at $7.50 a volume. The set will contain 15 volumes.

THE NORWEGIAN title of Hamsun's "Growth of the Soil" is "Markens Gröde," of which it is a literal translation. The London *Nation* suggests that "The Earth's Increase" would be better for the English reader's purpose.

ALTHO IN any normal winter this would not be the open season for moths, yet we are advised that "The White Moth" by Ruth Murray Underhill (Moffat, Yard) and "The Brown Moth" by Oscar Graeve (Dodd, Mead) are to be sighted in many bookstores.

A COMPLETE SET of first editions of the writings of Frank Norris has been presented to the Harvard Library by Randolph Edgar of Minneapolis, reports the *Boston Transcript.* With these is the manuscript of "McTeague." All of Norris' manuscripts except this one and "Vandover and the Brute," were destroyed in the fire at San Francisco following the earthquake. The warehouse where these were stored was burned to the ground. By some curious providence, one crate which contained these two was saved. It was only after several years that the manuscript of "Vandover and the Brute" was identified and the story published in 1913.

Funk & Wagnalls have planned an English advertising campaign on the Desk Standard Dictionary, the cost of which will approximate £10,000.

"WHITTAKER'S Reference Catalog of English Books," which has not been issued since 1913, has just been received at the New York Custom House by the PUBLISHERS' WEEKLY, the American agent.

THE ANNOUNCEMENT by Doubleday, Page & Company of the coming publication of "The Memoirs of Dr. Paul Reinsch" has brought them an immediate order for a good sized edition for the Chinese market.

CHARACTER sketches of the Big Four of the Peace Conference, written by former Secretary Lansing, are to appear in the *Saturday Evening Post* immediately after the end of this administration. These sketches are no part of his book that Houghton Mifflin has announced for March publication, but should add to the interest in it.

CRITICS of the French people have constantly referred to the absence from the language of a word for "home." The deception of this thought is well illustrated in "French Fireside Poetry" (Small, Maynard) for this verse of the people is fundamentally based on the home-loving aspect of French life and the integrity of the family circle. The material translations are by the late W. Betham-Edwards.

THE DELAY in the appearance of Henry Cabot Lodge's "The Pilgrims of Plymouth," which Houghton Mifflin Company is bringing out in a special limited edition of 500 copies this month, is because the publishers decided to increase the personal interest of the book by asking Senator Lodge to autograph every copy. He has consented to do so, and the book will soon be on sale.

IN A RECENT lecture at Hunter College, New York, Dr. Ludwig Lewisohn, author of "The Poets of Modern France," "The Modern Drama," (Huebsch), commented on the changed literary status of the Middle West. This statement by Prof. Lewisohn and a recent characterization by H. L. Mencken, in "On American Books" (Huebsch) of Chicago as the true literary center of America gives rise to an interesting speculation. Will the young literary aspirant of the future who happens to be born in the East obey the Greeley injunction to go West? Will the future Frank Norris, instead of coming to Harvard, go to Michigan or Wisconsin or Chicago? Will Gopher Prairie and Winesburg and Portage be the Meccas of literary pilgrims from the East? It is a terrible thought for Greenwich Village.

Obituary Notes

JAMES GIBBONS HUNEKER, music critic of the New York *World*, died suddenly at his home, 1618 Beverly Road, Brooklyn, last evening.

Until the end of last week Mr. Huneker had performed his customary duties.

He had just passed his sixty-first birthday. He was born in Philadelphia, January 31, 1860. He was of Austro-Hungarian descent on his father's side, while his mother was a daughter of James Gibbons, the Irish agitator and poet, and also cousin of Cardinal Gibbons.

He first studied at Roth's Military Academy in Philadelphia and later studied law for five years at the Law Academy in his native city. Following this he went to Paris, where he studied the piano under Georges Mathias. Then for ten years he was associated with Rafael Joseffy as a teacher of the piano at the National Conservatory in this city.

It was at the end of this period that his long career as musical critic on the metropolitan newspapers began, a career that was interspersed with the publication of numerous works on music, as well as several romances and volumes of essays. He was successively music critic of the old New York *Recorder*, The *Morning Advertiser*, The *Sun*, *Times* and *World*.

About three years ago he was music critic on The *Philadelphia Press*, and during that time he published his autobiography in a series of articles under the title of "Steeplejack." He was an accomplished pianist. His critical work was not confined to music, but at different times he had been dramatic and art critic.

His earlier published works include "Mezzotints in Modern Music," "Overtones, a Book of Temperaments"; "Iconclasts, a Book of Dramatists;" "Egoists, a Book of Supermen;" "Chopin, the Man and His Music;" "Melomaniacs," and "Visionaries."

After the publication of "Egotists" in 1909, he followed with the "Promenades of an Impressionist" in 1910; Liszt, 1911; "The Pathos of Distance" in 1913; "Ivory, Apes and Peacocks" in 1915; "New Cosmopolis" in 1915; "Unicorns" in 1917; "Charles Beauclaire" in 1919, and "Mary Garden" in 1920. His last work before his death was "Painted Veils," published last year.

Banquet of the Stationers Board

THE Annual Banquet of the Stationers and Publishers Board of Trade, its forty-sixth, will be held Saturday evening, March 12th, at the Hotel Pennsylvania, New York. The Committee in charge promises a few surprises It will be Ladies' night, and that means dancing. Then they announce as guests of honor, Harry Houdini, the handcuff king, and J. S. Herron, the monologist. There will also be the musical entertainment led by W. G. Eisenhauer, already known to those who have attended previous dinners.

Printers Out of New York

THE International Textbook Press, of Scranton, Pennsylvania, is advertising in the New York papers for edition book work, which seems another indication of the coming of outside printers into the New York market to supply competition with the local presses.

Periodical Notes

ANNOUNCEMENTS come from London that *The Athenaeum* is to cease separate publication. It is to be merged with *The London Nation.*

DAS RUSSISCHE BUCH, a new monthly, devoted to the interests of the Russian book-trade and giving particulars of all new Russian publications and of works relating to Russia, is to be brought out by Heinrich Sachs, a Russian bookseller of Berlin. It will be printed in the Russian language and published in connection with the Petrograd literary-bibliographical journal, *Book and Revolution.*

Personal Notes

J. B. DOSTER, formerly with the H. W. Wilson Co., is now connected with the Crowell Publishing Co., Springfield, Ohio, as Manager of Mail Order Collections.

PAUL H. NYSTROM is now at the head of the Retail Research Bureau, New York, which serves as a source of merchandising ideas for a large number of the notable department stores scattered thru the country. Dr. Nystrom is well known for his research into retailing, his connection with the University of Wisconsin. He has lately been Sales Manager for the International Magazine Company.

ALEXANDER T. M. VAN RENSSELAER, who recently resigned from the staff of Henry Holt and Company, will conduct a literary agency, at 450 Fourth Avenue, New York, where he will devote his time to advising authors and marketing their manuscripts.

Business Notes

LONDON.—The new address of Leonard Parsons, Ltd., of London, is 24 Devonshire St., Bloomsbury, W. C. 1.

NEW YORK CITY.—Thomas F. Madigan has acquired from the estate of his father, Patrick F. Madigan, the business at 8 West Forty-seventh Street and will conduct it as "The Autograph Shop." His experience of fourteen years in the autograph business qualifies him as a worthy successor.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.) Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Abbott, Eleanor Hallowell [Mrs. Fordyce Coburn]
The sick-a-bed lady; and also Hickory dock; The very tired girl; The happy day; The runaway road; Something that happened in October; The amateur lover; Heart of the city; The pink sash; Woman's only business. 371 p. front. pls. D (Popular copyrights) [c. '11] N. Y., Grosset & Dunlap $1

Adams, George Burton
The origin of the English constitution; enl. ed. 12+408 p. diagrs. O New Haven, Conn., Yale Univ. Press $3.50 n.

Ahrons, E. L.
The steam railway locomotive; explaining the component parts and method of working of modern steam railway locomotives. 9+114 p. front. (fold. pl.) il. pls. diagrs. S (Pitman's technical primers) N. Y., Pitman bds. $1

Aiken, Conrad Potter
Punch; the immortal liar; documents in his history [verse]. 80 p. O c. N. Y., Knopf bds. $1.75 n.

Aikman, Henry J.
Zell; a novel. 326 p. D c. N. Y., Knopf $2.50 n.
The story of every day middle class Americans and their domestic problems. This was published first as a short story in the *Argosy* Magazine in 1915.

Alexander, Father
Spiritual retreat. 13+218 p. O '20 N. Y., Benziger Bros. $3 n.
Partial contents: Worldly and unworldly wealth compared; Walking in darkness; Universality of suffering; Mission of the Holy Ghost; The cloister a house of prayer.

Armstrong, Henry Fry
Descriptive geometry for students in engineering science and architecture; a carefully graded course of instruction; 2nd ed. 6+127 p. diagrs. O [c. '15-'20] N. Y., Wiley $2 n.

Army (The) and Navy Hymnal; [compiled by the Chaplains of the army and navy; with preface by John B. Frasier and J. E. Yates; with responsive readings by Harry Emerson Fosdick]. 25+397 p. O '20 N. Y., Century Co. $1

Baudouin, Charles
Suggestion and autosuggestion; a psychological and pedagogical study based upon the investigations made by the new Nancy school; tr. from the French by Eden and Cedar Paul. 249 p. O c. N. Y., Dodd, Mead $3 n.
Divided into three parts i. e. Spontaneous suggestion; Reflective suggestion; Induced suggestion. Author is professor at the Jean Jacques Rousseau Institute.

Beard, Charles Austin
American government and politics; 3rd ed. rev. 788 p. (7½ p. bibl.) O '20 c. '10-'20 N. Y., Macmillan $3.50 n.

Beers, H. Stewart
Poppy venom. 462 p. front. D [c. '20] Wash., D. C., Andrew B. Graham Co., 332-334 C St. N. W. $1.75
A story of the Mexican border country.

Adams, Walter Sydney, and Burwell, Cora G.
The spectrum of Nova Ophiuchi, 1919; reprinted from the *Astrophysical Journal*, v. 51, 1920. 6 p. O (Contributions from the Mt. Wilson observatory, no. 179) Wash., Carnegie Institution pap. 5 c.

Alley, John and Blachly, Frederick Frank
Elements of government; with history and government of Oklahoma. 7+360 p. (2 p. bibl.) il. D [c. '20] N. Y., C. E. Merrill Co., 432—4th Ave. $1.30 n.

Anderson, John Augustus
Application of Michelson's interferometer method to the measurement of close double stars; reprinted from the *Astrophysical Journal*, v. 51, 1920. 13 p. tabs. pls. diagrs. O (Contributions from the Mt. Wilson observatory, no. 185) Wash., D. C., Carnegie Institution pap. 30 c.
The spectrum of electrically exploded wires; reprinted from the *Astrophysical Journal*, v. 51, 1920. 12 p. pl. diagrs. O (Contributions from the Mt. Wilson observatory, no. 178) Wash., D. C., Carnegie Institution pap. 15 c.

Babcock, Harold D.
Note on the polarization of the north sky; [and] The orbit of the spectroscopic binary boss 2285 by Alfred H. Joy and Giorgio Abetti; reprinted from the *Astrophysical Journal*, v. 50, nos. 3 and 5, Oct. and December, 1919. various paging tabs chart O (Contributoins from the Mt. Wilson observatory, nos. 171 and 172) Wash., D. C., Carnegie Institution pap. 10 c.

Beard, Harriet Elizabeth, comp.
A course of study in safety education; pub. by the authority of the Board of Education, City of Detroit. 31 p. O Detroit, Mich., Bd. of Education, Dept. of Instruction, Normal training and research pap.

Bennett, Arnold, i. e. Enoch Arnold
Helen with the high hand; an idyllic diversion. 274 p. D (Popular copyrights) [c. '11] N. Y., Grosset & Dunlap $1

Bennett, Helen B., and others, eds.
Historical readings; an introd. to the study of American history; ed., with notes and biographical sketches; introd. by George Burman Foster. 20+440 p. front. il. pors. D [c. '20] Chic. & N. Y., Rand, McNally & Co. $1.50 n.

Bernhardi, Friedrich Adam Julius von
The war of the future in the light of the lessons of the world war; tr. by F. A. Holt. 19+310 p. O c. N. Y., Appleton $3.50 n.
Articles which were written during the war or shortly after it ended.

Bible
The book of Jeremiah and The lamentations; with 15 drawings in black and white by William Saphier. 208 p. front. pls. O c. N. Y., N. L. Brown bds. priv. pr. $7.50 [975 copies] bxd.

Black, Newton Henry
Laboratory experiments in chemistry; to accompany Black and Conant's Practical chemistry. 9+167 p. diagrs. tabs. D c. '20 N. Y., Macmillan $1.20 n.

Bolenius, Emma Miller
The teaching of oral English; 3rd ed. 24+225 p. (11 p. bibl.) il. D c. '20 Phil., Lippincott $1.40 n.

Brett, Jesse
Divine endowment; considerations of the gifts of the Holy Ghost. 7+128 p. front. D N. Y., Longmans, Green bds. $2 n.
Essays on the gifts of Holy fear, Godliness, knowledge, strength, counsel, understanding and wisdom.

Bridge, Sir Frederick
Twelve good musicians; from John Bull to Henry Purcell. 7+141 p. front. (por.) D N. Y., Dutton $2 n.
Appreciations of some musicians of the 16th and 17th centuries.

Brown, Clinton C.
Thoughts towards sunset. 336 p. il. pls. D c. '20 Greenville, S. C., The Courier Pr. Co. $2 n.

Bryan, William J., M.D.
What spiritualism really is; by Thomas Carlyle in the spirit world; and through the impressional brain of Dr. Wm. J. Bryan. 236 p. front. il. pors. D c. '20 N. Y., The Alberta Pub. Co., 333 E. 17th St. $1.90 n.

Buchan, John
Francis and Riverdale Grenfell; a memoir. 120 p. il. O N. Y., Thomas Nelson & Sons, 381 Fourth Ave. $6 n.

Burke, Edmund
Burke's speech on conciliation with America; ed. with notes and introd. by Edwin L. Miller. 119 p. (1 p. bibl.) front. (por.) D (Lippincott's classics) c. '20 Phil., Lippincott 80 c. n.

Burt, Katherine Newlin
The branding iron. 310 p. front. pls. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap $1

Cæsar, C. Julius
Cæsar's Gallic war, books 1-4 and selections from books 5-6-7; with introd., notes and vocabulary by Charles E. Bennett; rev. ed. 31+292 p. front. il. maps D (Bennett's Latin ser.) [c.] Bost., Allyn & Bacon, 50 Beacon St. $1.50 n.

Callendar, Hugh Longbourne
Properties of steam and thermodynamic theory of turbines. 11+531 p. tabs. diagrs. O N. Y., Longmans, Green $14 n.
The author is professor of physics, Imperial College of Science and Technology.

Calvocoressi, M.D.
Musorgsky; the Russian musical nationalist; tr. by A. Eaglefield Hull; with musical il. and a portrait. 215 p. (1 p. bibl.) front. D (Library of music and musicians) N. Y., Dutton $2 n.
Partial contents: Musorgsky's place in the Russian school; General characteristics of his music; Artistic realism and its consequences; Musorgsky the musician.

Chapman, Arthur
Cactus center; poems. 122 p. fronts. D c. Bost., Houghton Mifflin bds. $1.50

Chapman, James Crosby
Trade tests; the scientific measurements of trade proficiency. 9+430 p. il. diagrs. tabs. O c. N. Y., Holt $4 n.

Boyer, Charles Shimer
The old houses in Camden, N. J.; an address delivered before the City history society, May 10, 1920; rev. and reprinted from the West Jersey Press, Oct. 23, 1920. 15 p. pls. O (Annals of Camden, no. 1) Camden, N. J., S. Chew & Sons, priv. pr. [150 copies]

Brewer, Luther Albertus, Brewer, Mrs. Elinore Taylor
Around the library table; an evening with Leigh Hunt. 42 p. facsms. D '20 Cedar Rapids, Ia. [Authors] priv. pr. [225 copies]

Brix, Maurice
List of Philadelphia silversmiths and allied artificers from 1682-1850. 7+125 p. front. O '20 Phil., [Author] priv. pr. [325 copies]

Carman, Russell Daniel
The Roentgen diagnosis of diseases of the alimentary canal. 2nd ed., rev. 9+676 p. il. fold. forms O [c. '20] Phil., Saunders $8.50 n.

Chadwick, George Halcott
The Paleozoic rocks of the Canton quadrangle. 60 p. il. pls. (part fold.) fold. map O (N. Y. state museum bull., nos. 217, 218) '20 Albany, University of the State of New York 35 c. n.

Child, Francis James
A scholar's letters to a young lady; passages from the latter correspondence of Francis James Child. 3+14+155 p. front., il. por. O Bost., Atlantic Monthly Press, 8 Arlington St. limited ed. [585 copies]

Chesterton, Gilbert Keith
Appreciation and criticism of the works of Charles Dickens. [4th ed.] 30+243 p. front. (por.) O [c. '11] N. Y., Dutton $2.50 n.
The uses of diversity; a book of essays. 289 p. D c. N. Y., Dodd, Mead $2 n.
Partial contents: On seriousness; Tennyson; The Irishman; Ireland and the domestic drama; Christian Science; The lawlessness of lawyers; The pseudo-scientific books; Mormanism; On historical novels.

Clapp, Mrs. Mary Wolcott Welles
That book of em's; many modern methods for maidens' missionary meetings. 88 p. il. D c. '20 Battle Creek, Mich., Gage Pr. Co. $1 n.

Cleland, Herdman Fitzgerald
Practical applications of geology and physiology for use in the laboratory and class room. 5+69 p. diagrs. O c. '20 North Adams, Mass., Excelsior Press pap. 60 c. n.; 85 c. n.

Clodd, Edward
Magic in names and in other things. 7+238 p. O N. Y., Dutton $6 n.
Partial contents: Mana in tangible things, the blood, hair, teeth, saliva and portrait; Mana in intangible things, shadows, echoes, personal names; Mana in words, creative words, passwords, spells, amulets and cure-charms; The name and the soul.

Coghlan, Philip
St. Paul, his life, work, and spirit. 15+297 p. (2½ p. bibl.) front. (fold. map) D N. Y., Benziger Bros. $2.50 n.

Cohen, Isadore David
The gateway to English; a textbook in Americanism. 14+360 p. front. il. maps (end papers) D [c. '20] Chic., Rand, McNally & Co., 536 S. Clark St. $1.35 n.

Copplestone, Bennet
Madame Gilbert's cannibal. 308 p. D [c. '20] N. Y., Dutton $2 n.
The story of a half-caste Melanesian, and his many strange exploits.

Couch, James Fitton
A dictionary of chemical terms. 6+204 p. diagrs. D N. Y., Van Nostrand $2.50 n.

Dadant, Camille Pierre
Dadant system of beekeeping. 10+115 p. front. (por.) il. O c. '20 Hamilton, Ill., American Bee Journal $1

Dako, Christo Anastos
Interpreter for Albanians to learn English. 94 p. D (Albanian grammars) c. '20 Milwaukee, Wis., C. N. Casper Co. bds. 75 c. n.

Dana, Richard Henry
Hospitable England in the seventies; the diary of a young American, 1875-1876. 10+378 p. front. (por.) pors. O c. Bost., Houghton Mifflin $5 n.
The diary of the son of the author of "Two years before the mast," which he kept while he was visiting England, France and Greece.

Davis, Kary Cadmus
Productive farming; 4th ed., rev. and enl. 8+403+39 p. (3 p. bibl.) front. il. D c. '20 Phil., Lippincott $1.28 n.

Davis, William Stearns, and McKendrick, Norman Shaw
A history of mediaeval and modern Europe for secondary schools; rev. ed. 560 p. (6 p. bibl.) front. il. maps pors D [c. '20] Bost., Houghton Mifflin $2 n.

Dillon, Mrs. Mary C. Johnson
Comrades; with il. by R. M. Brinkerhoff. 396 p. front. pls. D (Popular copyrights) [c. '18] N. Y., Grosset & Dunlap $1

Dodge, Louis
Children of the desert. 312 p. D (Popular copyrights) [c. '17] N. Y., Grosset & Dunlap $1

Dubrule, Noèlia
Le français pour tous; deuxième livre; grammaire, lexicologie, litterature, histoire, mèthode directe; il. de Sears Gallagher. 8+224 p. D [c. '21] Bost., Ginn $1.12 n.

Dunn, Joseph Allan Elphinstone
Jim Morse, gold hunter. 266 p. D c. '20 Bost., Small, Maynard $1.50 n.

Durham, M. Edith
Twenty years of Balkan tangle. 295 p. O N. Y., Putnam $3.75 n.
Partial contents: Montenegro and her rulers; The great Serbian idea; Albania; Bosnia and Herzegovina; The years of the war.

Durkee, James Stanley
In the meadows of memory. 132 p. D [c. '21] Bost., The Christopher Pub. House, 1140 Columbus Ave. $1.50 n.
A romance of the hills of Nova Scotia.

Eaton, Robert Ormston, comp.
The Gospel according to Saint Mark; introd., text and notes. 16+203 p. front. (fold. map) D N. Y., Benziger Bros. $2 n.

Elson, Henry William
History of the United States; [rev. ed.]. 34+982+39 p. (4 p. bibl.) maps (part col.) O '20 c. '04-'20 N. Y., Macmillan $2.80 n.

Endicott, Samuel
Some rules of Italian pronunciation; prepared for use in the Italian diction courses in the New England conservatory of music. 16 p. S c. '20 Bost., Schoenhof Bk. Co., 15a Beacon St. pap. 50 c. n.

Cunard Line
Around the world painting book for children. no paging col. il. map obl. F N. Y., Cunard Line, 24 State St. gratis, thruout U. S. and Canada

Danchakoff, Vera and others
Contributions to embryology. 170 p. (bibl.) il. pls. (part col.) tabs. charts (v. 11, nos. 49 to 55, pub. 274) Wash., D. C., Carnegie Institution pap. $15

Duncan, John C.
Bright Nebulae and star clusters in Sagittarius and Scutum; reprinted from the *Astrophysical Journal*, v. 51, no. 1, Jan., 1920. 9 p. tabs. pls. O (Contributions from the Mt. Wilson observatory, no. 177) Wash., D. C., Carnegie Institution pap. 25 c.

Elisabeth, Queen Consort of Charles I, King of Rumania. [Carmen Sylva, pseud.]
Letters and poems of Queen Elisabeth [Carmen Sylva]; with an introd. and notes by Henry Howard Harper. 2 v. various paging fronts. por., pls. facsms. (part. fold.) O Bost., The Bibliophile Society [Pr. for members only]

England, George Allan
Cursed; front. by Modest Stein. 347 p. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap $1

Ennis, William Duane
Thermodynamics, abridged; a manual and textbook for midshipmen at the United States Naval Academy. 9+233 p. il. diagrs. O N. Y., Van Nostrand $4 n.

Eno, Henry Lane
Indian summer [verse]. 73 p. D c. N. Y., Duffield & Co., 211 E. 19th St. $1.25 n.

Falk, K. George
The chemistry of enzyme actions. 140 p. O (Monograph ser.) c. '21 N. Y., The Chemical Catalog Co., Inc., 1 Madison Ave. $2.50 n.

Forbes, F. A., ed.
Mediations on the litany of the Sacred Heart of Jesus; culled from the writings of Juliana of Norwich; with a preface by Rev. J. B. Jaggar. 5+39 p. front. Tt N. Y., Benziger Bros. 50 c. n.

Forbes, F. A., and Cahill, M.
A Scottish knight-errant; a sketch of the life and times of John Ogilvie, Jesuit; [preface by Henry C. Graham]. 6+142 p. front. (por.) D N. Y., Benziger Bros. $1.75 n.

Partial contents: Scotland's sorrows: The Parliament of 1560; King, Kirk and Bishops; The boyhood of John Ogilvie; The arrest; Edinburgh—the torture; The trial; The last scene.

Frank, Charles Leo, and Jacobs, Joseph
Pitman's shorthand drill. 471 p. forms Q N. Y., Pitman bds. $3

General information for increasing speed together with data concerning requirements for U. S. Civil Service examinations as well as those of New York State Civil Service.

Fraprie, Frank Roy, ed.
Cash from your camera; how to make your camera profitable, and where to sell your prints. 87 p. D c. Bost., American Photographic Pub. Co. pap. $1

Fremont, C.
Files and filing; tr. under the supervision of George Taylor; from the French La lime. 148 p. il. charts diagrs. tabs. Q N. Y., Pitman $7.50 n.

The history, uses and testing of files.

Geer, Alpheus [Marshall Stillman, pseud.]
Daily exercises and home development; thoughts on developing physically, mentally, morally and in ideals; [book 5]. 64 p. il. D [c. '20] N. Y., Marshall Stillman Assn., 461 Fourth Ave. pap. $1.50

Five "short cut" lessons to good boxing, mass boxing, success through boxing; [book 1]. 64 p. il. D c. '20 N. Y., Marshall Stillman Assn. pap. $1.50

Great fighters and boxers; psychology of the ring; including some very interesting stories not generally known; [book 3]. 96 p. il. pors. D [c. '20] N. Y., Marshall Stillman Assn. pap. $1.50

Jiu jitsu; defenses against violent attack, wrestling; [book 6]. 46 p. il. D [c. '20] N. Y., Marshall Stillman Assn. pap. $1.50

Scientific blows and guards; what blows to use, what blows to expect and how to guard against them; [book 2]. 64 p. il. D [c. '20] N. Y., Marshall Stillman Assn. pap. $1.50

Shadow boxing; how to train and advice on living; rules of the ring; [book 4]. 48 p. il. D [c. '20] N. Y., Marshall Stillman Assn. pap. $1.50

The price of the course of six volumes is $6.

Genung, John Franklin
The life indeed; a review, in terms of common thinking, of the scripture history issuing in immortality. 370 p. O (The Amherst books) c. Bost., Marshall Jones Co., 212 Summer St. $3 n.

A posthumous work by the professor of Biblical and literary interpretation, Amherst College.

Ginsberg, Louis
The attic of the past and other poems. 120 p. D c. '20 Bost., Small, Maynard & Co. $1.50 n.

Gonne, Rev. Francis
The fringe of the eternal. 7+185 p. front. D N. Y., Benziger Bros. $2 n.

Twelve short stories which have appeared in the *Month* (London), the *Ave Maria* (U. S. A.) and the *Irish Rosary* (Dublin) magazines.

Gordon, Alfred
French-English medical dictionary. 4+161 p. O [c. '21] Phil., Blakiston $3.50 n.

Gourio, E.
Le classe en français. 272 p. il. D [c. '20] Bost., Houghton Mifflin $1.52 n.

Greeley, Harold Dudley, ed.
Business accounting; [and] Reading guide by Arthur H. Rosenkampff and Gould L. Harris; 5 v. various paging il. (forms) O c. '20 N. Y., Ronald Press $34 n.

The Reading Guide is published as a supplement to the set, but not sold separately.

Fisher, Commodore B.
The farmers' educational and co-operative union of America; an authoritative study of the origin and development of the farmers' union, its legislative program. 81 p. O Lexington, Ky., University of Kentucky pap. 75 c.

Flanner, June Hildegarde
Young girl, awarded the Emily Chamberlain Cook prize at the University of California, 1920; and other poems; with an introd. and decorations by Porter Garnett. 11 p. col. front. O San Francisco, Cal., H. S. Crocker Co. inc., priv. pr.

Flint, W. P.
Control of insects injurious to stored grain and seeds. 4 p. O (Coll. of Agric., extension circular, no. 40) '21 Urbana, Ill., Univ. of Illinois pap. gratis

Greene, Frances Nimmo
The devil to pay; il. with scenes from [the photoplay]. 285 p. front. pls. D (Popular copyrights) [c. '17] N. Y., Grosset & Dunlap $1

Guérard, Albert Léon
French civilization; from its origins to the close of the Middle Ages. 328 p. (2 p. bibl.) fold. map O '21 Bost., Houghton Mifflin $5 n.
Partial contents: The elements of French nationality; Antiquity and the Dark Ages; The Christian commonwealth; Lay society. Index.

Haas, Paul, and Hill, Thomas George
An introduction to the chemistry of plant products; v. 1, On the nature and significance of the commoner organic compounds of plants. 3rd ed. 414 p. diagrs. O N. Y., Longmans, Green $5.50 n.

Hammond, John Hays, and Jenks, Jeremiah Whipple
Great American issues; political, social, economic; a constructive study. 11+274 p. D c. N. Y., Scribner $2 n.
A discussion of the problems of government, labor and business with remedial suggestions.

Harker, Mrs. Lizzie Allen
Montagu Wycherly; a revised ed. of His first leave. 7+269 p. D c. N. Y., Scribner $2 n.
A love story of the English countryside.

Harris, Kennett
Meet Mr. Stegg. 320 p. front. D c. '20 N. Y., Holt $1.90 n.
Eight stories, in which Mr. Stegg, a Nebraska ranchman, is the central character.

Harrison, Traverce
Training for personal evangelism; a new efficient text-book for Bible schools and churches. 181 p. (2 p. bibl.) S [c. '21] Chic., Standard Pub. Co. pap. 40 c.; $1.15

Harrow, Benjamin
Vitamines; essential food factors. 10+219 p. (9¼ p. bibl.) charts tabs. D [c. '21] N. Y., Dutton $2.50 n.

Harvey, Edmund Newton
The nature of animal light. 10+182 p. (15 p. bibl.) il. pls. diagrs. D (Monographs on experimental biology) [c. '20] Phil., Lippincott $2.50 n.

Hayden, Arthur
Chats on old Sheffield plate. pls. O (Collectors' ser.) N. Y., Stokes $4 n.

Hedrick, Earle Raymond
Logarithmic and trigonometric tables; rev. ed. 20+141 p. D '20 c. '13-'20 N. Y., Macmillan 60 c. n.

Henschel, Ottomar Henry
Electrical machinery; a study of principles of design, construction and operation. 312 p. il. diagrs. D [c. '20] Chic., Power Plant Engineering $2

Herbert, Alan Patrick
The house by the river. 292 p. D c. N. Y., Knopf $2.50 n.
The story of an unintentional murder and its consequences.

Hogan, James
Ireland in the European system; v. 1, 1500-1557. 30+237 p. O N. Y., Longmans, Green $5 n.

Holt, Lucius Hudson, and others
Military correspondence, reports and orders. 208 p. tabs. (part fold.) forms D [c. '21] N. Y., Stokes $1.75 n.
Col. Holt is head of the department of English, West Point.

Hoyt, Franklin Chase
Quicksands of youth. 11+239 p. D '20 c. '20-'21 N. Y., Scribner $1.75 n.
The story of the Juvenile Court, based on official records, into which is woven the tales of crime in embryo, of pathos, adventure and humor. The author is Judge of the Children's Court, New York.

Hueston, Ethel
Leave it to Doris; il. by W. B. King. 291 p. front. pls. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap $1

Hull, Arthur Eaglefield
Cyril Scott; composer, poet and philosopher; with numerous musical and other illustrations. 2nd ed. 195 p. (1 p. bibl.) D (Library of music and musicians) N. Y., Dutton $2.25 n.

Hartzler, Henry Burns
Poems. 234 p. front. (por.) D [c. '20] Harrisburg, Pa., Pub. House of the United Evangelical Church $1.25

Herr, Charles Ryman
Company F history, 319th infantry; pub. as a matter of record by the officers and men of the company. 11+103 p. front. il. fold. pl. (pors.) maps (part fold.) O [c. '20] Somerville, N. J., Unionist-Gazette Assn. $3.50

Illinois. Department of Mines and Minerals
General information and laws; effective July 1, 1919; printed by authority of the state of Illinois. 184 p. T Springfield, Ill., Illinois Dept. of Mines and Minerals pap.

Joint Commission on the Revision of the Book of Common Prayer
Offices of instruction; proposed new material recommended for incorporation in the Book of Common Prayer; reprinted from the 2nd report, 1919. 16 p. D (Prayer Book Revision Papers, 2) Milwaukee, Wis., Morehouse Pub. Co. pap. 10 c.
Office for the burial of a child; proposed new material recommended for incorporation in the Book of Common Prayer; reprinted from the 2nd report, 1919. 7 p. D (Prayer Book Revision Papers, 4) Milwaukee, Wis., Morehouse Pub. Co. pap. 5 c.
Prayers and collects; proposed new material recommended for incorporation in the Book of Common Prayer; reprinted from the 2nd report, 1919. 18 p. D (Prayer Book Revision Papers, 1) Milwaukee, Wis., Morehouse Pub. Co. pap. 12 c.
Various short offices; 1st, A Short office of prayer for Sunday occasions; 2nd, Office of Compline; 3rd, An office for Missions; 4th, A litany; 5th, A prayer of intercession; 6th, A prayer of thanksgiving; 7th, A litany; proposed new material for incorporation in the Book of Common Prayer; reprinted from the 2nd report, 1919. 28 p. D (Prayer Book Revision Papers, 3) Milwaukee, Wis., Morehouse Pub. Co. pap. 20 c.

Jennings, H. J.
Chestnuts and small beer. 10+252 p. O N. Y., Dutton $6 n.
Journalistic reminiscences which include sketches of prominent people of the last half century.

Johnsen, Julia E., comp.
Selected articles on national defense; v. 3. 60+279 p. (29½ p. bibl.) D (Debaters' handbook ser.) [c. '20] N. Y., H. W. Wilson Co. $1.80 n.

Kahler, Hugh MacNair
Babel. 366 p. D c. N. Y., Putnam $2 n.
Six short stories.

Kander, Lizzie Black [Mrs. Simon Kander], comp.
The settlement cook book; tested receipts from the Settlement cooking classes, The Milwaukee Public school kitchens, The school of trades for girls, and Experienced housewives; 10th ed., enl. and rev. 32+563 p. D [c. '20] Milwaukee, Wis., The Settlement Cook Bk. Co., Inc. oil cloth $2.25 n.

Keigwin, Albert Edwin
Return of the Pilgrim fathers; historical pageant commemorating the 300th anniversary of the landing of the Pilgrims. 24 p. plans O [c. '20] N. Y., Bd. of Home Missions of the Presbyterian Church in the U. S. A., 156 5th Ave. pap. 25 c.

Kelly, James P., comp.
Field artillery material; notes on the development; use and care of modern field artillery equipment, including the 3-in. field gun, American, French and British 75s, the 4.7-in. gun, 155mm. Howitzer, GPF, fire control instruments, signal equipment and small arms used by the field artillery—automatic pistol, automatic rifle and the Browning machine gun. D 371+8 p. front. pls. (part fold.) diagrs. plans [c. '20] Columbia, Mo., The University Co-operative Store, Univ. of Missouri $3
Partial contents: History and development of material; Modern armament; Explosives, ammunition and fuzes; Fire control equipment.

Kidd, Beresford James, D.D., ed.
Documents illustrative of the history of the Church; v. 1, to A.D. 313. 14+282 p. D (Translations of Christian literature, ser. 6; Select passages) N. Y., Macmillan $3 n.

Lawrence, David Herbert
The widowing of Mrs. Holroyd; a drama in three acts. 10+93 p. D (Modern drama ser.) [c. '14] N. Y., T. Seltzer $1.50 n.
Formerly published by Mitchell Kennerley.

Lewis, Sinclair [Tom Graham, pseud.]
Free air. 370 p. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap $1

Locke, Arthur Ware.
Music and the romantic movement in France. 184 p. (2¼ p. bibl.) front. (music) D (Library of music and musicians) N. Y., Dutton $2 n.
Partial contents: The precursors of musical romanticism; The romantic opera; Berlioz; German influences; Liszt and Chopin.

Lovat, Alice Mary Weld-Blundell Fraser, Lady
Marriage and motherhood; preface by his Eminence Cardinal Bourne. 27+171 p. D N. Y., Benziger Bros. $2 n.
Partial contents: Woman under the old and new dispensation; Pleasure versus happiness; Christ at the marriage feast; The education and training of children; Work and worry; The rising generation.

Lowe, George
Josef Holbrooke and his work; with musical blocks in text and portrait front. of Josef Holbrooke. 15+314 p. (14 p. bibl.) D (Library of music and musicians) N. Y., Dutton bds. $2.25 n.

Luttig, John C.
Journal of a fur-trading expedition on the upper Missouri, 1812-1813; ed. by Stella M. Drumm. 192 p. (15½ p. bibl.) front. pors. facsms. fold. map O [c. '20] St. Louis, Mo., Missouri Historical Society bds. $6 [365 copies]

Lynd, Robert
The art of letters. 340 p. O N. Y., Scribner $3.75 n.
The writings of Mr. Pepys, Horace Walpole, William Cowper, Tennyson, George Meredith, Oscar Wilde and others are discussed in this volume of essays.

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Scenario writing today. 10+179 p. D c. Bost., Houghton Mifflin $1.50 n.
A practical guide, giving all necessary information, including model photoplays.

Kapteyn, Jacobus Cornelius, and Van Rhijn, P. J.
On the distribution of the stars in space especially in the high galactic latitudes; reprinted from the *Astrophysical Journal*, v. 52, 1920. 16 p. tabs. charts O (Contributions from the Mt. Wilson observatory, no. 188) Wash., D. C., Carnegie Institution pap. 20 c.

King, Arthur Scott
The characteristics of absorption spectra produced by the electric furnace; reprinted from the *Astrophysical Journal*, v. 51, no. 1, Jan., 1920. 10 p. O (Contributions from the Mt. Wilson observatory, no. 174) Wash., D. C., Carnegie Institution pap. 10 c.
Preliminary observations of the Zeeman effect for electric furnace spectra; [and] Observations of the electric furnace spectra of cobalt, nickel, barium, strontium, and calcium in the region of greater wavelength; reprinted from the *Astrophysical Journal*, v. 51, 1920. various paging tabs. pls. O (Contributions from the Mt. Wilson observatory, nos. 180 and 181) Wash., D. C., Carnegie Institution pap. 30 c.

Latta, John Stephen
Latta's seat-work suggestions. 91 p. il. D [c. '20] Cedar Falls, Ia., J. S. Latta 30 c.

Leland, Simeon E.
Taxation in Kentucky; a critical study of taxation and tax reform in a typical commonwealth; with suggestions for future legislation and politics. 187 p. O Lexington, Ky., University of Kentucky pap. $1

McCabe, Joseph [formerly Very Rev. Father Anthony]
Spiritualism; a popular history from 1847. 234 p. O N. Y., Dodd, Mead $3.50 n.
Partial contents: The preparation of the world: The first raps; The invasion of Europe; The Golden Age in England; The new spiritualism.

McDaniels, William Demoss, and Wilson, La Verne Albert
Letter writing for the business builder; a text-book for high schools, business colleges, private schools, religious schools. 4+119 p. il. forms D c. '20 Battle Creek, Mich., Ellis Pub Co. 90 c. n.

McFarland, Raymond
Sons of the sea. 6+425 p. D c. N. Y., Putnam $2 n.
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Mace-Bogardus school history. 14+556 p. il. maps D [c. '20] Chic. and N. Y., Rand, McNally $1.60 n.

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A tour of the islands of the West Indies.

Marx, Karl
The poverty of philosophy; being a tr. of the Misère de la philosophie; a reply to "La philosophie de la misère" of M. Proudhon; with a preface by Friedrich Engels; tr. by H. Quelch. 227 p. D Chic., C. H. Kerr & Co. $1.25
The present work was written by Marx during 1846-47, when he was first presenting his new theories.

Matherly, Walter J.
A number of things; [foreword by Theo. H. Price.] 79 p. D [c. '21] Bost., Badger $1.50 n.
Partial contents: The idlers of the species; The peddlers of excuses; The philosophy of fits; The why of tobacco; The costs of waiting.

Meares, J. W.
Hydro-electric development; the determination of water-power possibilities, methods of utilization, design and construction works. 9+90 p. front. diagrs. tabs. S (Pitman's technical ser.) N. Y., Pitman bds. $1

Merejkovski, Dmitri Sergieevich
The menace of the mob; tr. from the Russian by Bernard Guilbert Guerney. 155 p. front. (por.) D [c. '21] N. Y., N. L. Brown, 123 Lexington Ave. $1.50 n.
Contents: The menace of the mob; The blossoms of Bourgeoisie; When Christ shall rise again.

Mickel, Adelaide
Stenciling. 62 p. diagrs. pls. O [c. '20] Peoria, Ill., The Manual Arts Press pap. 85 c.
Instructions for making and transferring designs as well as suggestions for work for the grades in elementary and high schools.

Milnes, Nora
Child welfare; from the social point of view. 243 p. D N. Y., Dutton $2.25 n.
A study of child welfare problems in England.

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Studies of men who are prominent in English public life including Lloyd George, Lord Fisher, Lord Northcliffe, Lord Kitchener, Winston Churchill and others, by an author who prefers to remain anonymous.

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Travel among the ancient Romans. 178 p. front. il. tabs. D (Classical studies) [c. '20] Bost., Badger $2.50 n.
The author is professor of classics, Adelphi College.

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Partial contents: Curriculum material; Structure of the story; Making the story grip; Material for illustration; Expression through the hand; Music in the primary department; The teacher and her training. Author is professor of religious education, Boston University.

Nadir, Moishe
Peh-el-peh (Face to face); tr. by Joseph Kling; [and] Improvisations by Joseph Kling. 126 p. S [c. '20] N. Y., Pagan Pub. Co. 23 W. 8th St. bds. $1.50
The greater part of the material in this volume appeared in the *Pagan Magazine*.

National Research Council
National intelligence tests; manual of directions for use with Scale A, form 1, and Scale B, form 1; prepared under the auspices of the National Research Council by M. E. Haggerty, L. M. Ternan, E. L. Thorndike, G. M. Whipple and R. M. Yerkes: package of 25 examination booklets and 2 scoring keys. 32 p. charts (fold.) D [c. '20] Yonkers, N. Y., World Bk. Co. $1.60 n.

Mallison, George
Suffrage and the court. 98 p. O [c. '20] Hampton, Va., [Author], R. 4, Box 115a pap. 60 c.

Massachusetts. Dept. of Labor and Industries
Wages and hours of labor in the metal trades in Massachusetts, 1914-1919. 72 p. tabs. O (Labor bull. no. 132, pt. 3 of the annual report of the Statistics of Labor, 1920) Bost., Mass. Dept. of Labor and Industries pap. gratis

Michelson, Albert Abraham
On the application of interference methods to astronomical measurements; reprinted from the *Astrophysical Journal*, v. 51, 1920. 6 p. tabs. O (Contributions from the Mt. Wilson observatory, no. 184) Wash., D. C., Carnegie Institution pap. 10 c.

Missouri. Mine Inspection Department
Laws of Missouri relating to mines and mining, 1919. 122 p. nar. T Jefferson City, Mo., Bu. of Mines and Mine Inspection pap.

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Trade associations; their organization and management 15+389 p. tabs. forms O c. N. Y., Ronald Press $5 n.
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O'Connor, Leslie M.
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Third industrial directory of Pennsylvania, 1919. 1212 p. tabs. O '20 Harrisburg, Pa., Pennsylvania Dept. of Labor and Industry

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Grain and chaff from an English manor. 8+311 p. O Bost., Houghton Mifflin $4 n.
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Karl Marx on value. 54 p. O N. Y., Macmillan bds. $1.40 n.
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Seares, Frederick H., and Hubble, Edwin P.
The color of the nebulous stars; reprinted from the *Astrophysical Journal*, v. 52, 1920. 15 p. charts, tabs. O (Contributions from the Mt. Wilson observatory, no. 187) Wash., D. C., Carnegie Institution pap. 20 c.

Shapley, Harlow
Studies of magnitudes in star clusters XI. Frequency curves of the absolute magnitude and color index for 1152 giant stars; reprinted from the proceedings of the National Academy of Sciences v. 6, June, 1920. 7 p. tabs. charts O (Communications to the National Academy of Sciences, no. 69) Wash., D. C., Carnegie Institution pap. apply

Shapley, Harlow, and Davis, Helen N.
Studies based on the colors and magnitudes in stellar clusters; 15th paper: A photometric analysis of the globular system Messier 68; [and] Sixteenth paper: Photometric catalogue of 848 stars in Messier 3; reprinted from the *Astrophysical Journal*, v. 51, 1920. 39 p. tabs. charts O (Contributions from the Mt. Wilson observatory, nos. 175 and 176) Wash., D. C., Carnegie Institution pap. 85 c.

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The Illinois system of permanent soil fertility as developed by Cyril G. Hopkins. 20 p. O (Agric. experiment station circular, 245) '20 Urbana, Ill., Univ. of Illinois pap gratis

Struck, Ferdinand Theodore
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Takenob, Y.

The Japan year book; complete cyclopedia of general information and statistics on Japan and Japanese territories for the year, 1920-21; 15th annual publication. 50+810+64 p. (7 p. bibl.) tabs. fold. col. map D N. Y., Dixie Business Bk. Shop, 41 Liberty St. [Am. ag'ts] $7

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Talbot, Mrs. Edith Armstrong

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Thomälen, Adolf

A text-book of electrical engineering; tr. by George W. O. Howe. 5th ed. 11+482 p. diagrs. charts O N. Y., Longmans, Green $9 n.

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New York's first music week; [foreword by C. M. Schwab.] 184 p. front. (por.) O [c. '20] N. Y., National Bu. for the Advancement of Music, 105 W. 40th St. $2

The story of the drive for music thru the churches, schools, women's clubs, hotels, theaters, public libraries and other public agencies, which was held in New York, February, 1920.

Trever, Sir Frederick

The cradle of the deep; an account of a voyage to the West Indies; with il. from photographs by the author. 12+274 p. col. front. pls. fold. map O N. Y., Dutton $6 n.

Tribute (A) of love and gratitude to our faithful teacher, Augusta E. Stetson, C.S.D., principal of the New York City Christian Science Institute, incorp. July, 1891. 2nd ed. 291 p. front. (pors.) facsms. col. pl. D '21 c. '19-'21 N. Y., Putnam $2.50 n.

Twidle, Arthur

Beautiful butterflies of the Tropics and how to collect them. 103 p. col. il. pls. Q N. Y., Stokes $6 n.

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Washburn, Frederick Leonard

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Building guilds in Great Britain; [reprinted from *Journal of American Institute of Architects*, Feb., 1921.] 16 p. O c. N. Y., Bu. of Industrial Research pap. 25 c.

Van Maanen, Adriaan

The photographic determination of stellar parallaxes with the 60-inch reflector; 4th ser. 35 p. tabs. charts O (Contributions from the Mt. Wilson observatory, no. 182) Wash., D. C., Carnegie Institution pap. 60 c.

Van Rhijn, P. J.

On the brightness of the sky at night and the total amount of starlight. 20 p. tabs. charts O (Contributions from the Mt. Wilson observatory, no. 173) Wash., D. C., Carnegie Institution pap. 20 c.

Walker, Charles R., jr.

National Council in the printing trades; reprinted from the *Monthly Labor Review*, Jan., 1921. 32 p. O c. N. Y., Bu. of Industrial Research pap. 25 c.

Watson, James D., and others, comp.

Spring migration notes of the Chicago area. 18 p. tabs. O Chic., G. W. Lewis Pub. Co., 4559 Forrestville Ave, pap. 35 c.

Wyer, Samuel S.

How to cook with low pressure natural gas. 4 p. il. O '19 Columbus, O. [Author] priv. pr. gratis

Y. M. C. A. National War Work Council

Summary of world war work of the American Y M. C. A.; with the soldiers and sailors of America at home, on the sea, and overseas; with the men of the allied armies and with the prisoners of war in all parts of the world. 7+239 p. O [c. '20] N. Y., Young Men's Christian Associations, 347 Madison Ave. For private distribution.

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Macmillan Company (The) 562
Nelson (Thomas) & Sons 555
Oxford University Press 595
Penn Publishing Co. 501
Pilgrim Press (The) 589
Presbyterian Board of Publication 590
Publication and Sunday School Board 552
Reilly & Lee Company 510
Revell (F. H.) Co. 584
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Situations Wanted 551
Stokes (F. A.) Co. 502
United Religious Book Agc. 585
Vir Publishing Co. (The) 508
Winston (John C.) Co. 500
Womans Press 587
Wycil & Company 539

In Defence of the Business Periodical

"I do not know of any publisher who has profiteered. Frankly, inasmuch as we publishers are all human, I suppose that we would have profiteered a little bit if we could have done so; but, remember, no business paper publisher has been in a position in which he could not have accepted and printed one hundred or more pages of advertising in almost any issue during the past six years. Competitive conditions have also kept advertising rates to a more than conservative level, so that the hue and cry about "going back to pre-war prices" cannot have much effect on business paper advertising rates, if the publication is still to live.

There is one phase of increasing gross income that I want to deal with very briefly and that is the question of subscription prices. It seems to me that the mad race for numerical circulation should be halted. There should be greater effort made for quality circulation, a bigger buying power and obvious reader interest and the subscriber should more nearly pay his own way.

Too long has the subscriber received his publication and the highly valuable technical and trade information that it gives him each issue at or near the cost of the white paper that makes up the magazine."—ROGER W. ALLEN *in "Advertising and Selling Magazine,"*

The Publishers' Weekly

Rare Books, Autographs and Prints

ADVANCE information from auction houses in London and in this country indicate an active season until the middle of June, if not longer. The sales on both sides of the Atlantic have been very satisfactory, especially when general business conditions are considered.

Herr Paul Graup, a German bibliophile of Berlin, has published a little work entitled "Bogeng Bey ruhmte Erstdrucke," a first edition on first editions from Gutenberg to the present time. The edition is limited to 1000 copies.

The current catalog of the estate of George D. Smith is devoted to literary and historical autograph letters, manuscripts and documents. It is especially rich in material of American interest containing choice items of Eugene Field, Benjamin Franklin, Nathaniel Hawthorne, Robert Fulton, Washington Irving, Thomas Jefferson, Abraham Lincoln, and many others famous in American literature and history.

There seems to be no end of rare Americana coming into the market. The current catalog of Bernard Quaritch is devoted almost entirely to material concerning Canada, United States, West Indies, Mexico, and Central and South America. Among the 1000 lots there are many unique and excessively rare items. While much of the material now being offered is finding its way into public libraries and historical societies, it is said that there are many young collectors who are taking a keen interest in this field.

The Schraubstadter sale of Japanese prints last week at the American Art Galleries brought $20,474. The more Japanese prints are offered for sale the keener seems to be the interest in them. An unusual number of Japanese print sales have been held this season and with scarcely an exception they have been very successful. The interest taken in Japanese prints in London and New York has greatly advanced prices in Japan and made it harder every year for the collector in this interesting field.

An illuminated work upon which the illuminator, da Loria Norman, has been engaged for several years has at last been completed at her studio at Lyme, Conn. It is "The Confessions of St. Augustine," in ten parts, and will be bound in two volumes for a New York collector. The work contains more than 350 richly illuminated pages and was begun in England in 1912.

The current catalog of Goodspeed's Bookshop, of Boston, is of very special interest to collectors of American first editions, as it contains a remarkable group of presentation copies of Eugene Field, Howells, Lowell, Lew Wallace, Longfellow, Bryant, Aldrich, Holmes, Whittier, Parkman, Bayard Taylor, and Hawthorne. It also includes a collection of Colonial bookplates, and fifty-one books and sets from Lowell's Library, all with his autograph, and many containing manuscript notes.

The dispersal of the S. R. Christie-Miller collection, known as the Britwell Court Library, will continue at Sotheby's, in London, March 10, with the sale of another section containing rare and valuable works in early English poetry and other literature. Among the authors of the sixteenth and seventeenth centuries represented by rare first editions are Chapman, Churchyard, Daniel, Drayton, Greene, Herbert, Heywood, Ben Jonson, Quarles, Skelton, and Spenser.

The Monckton Papers, consisting of autograph letters and documents, especially valuable for the full and accurate account of the campaign culminating in the capture of Quebec, was sold at Sotheby's, in London, February 10, for £5050. The collection was bought by Bernard Quaritch for Sir Leicester Harmsworth. Included in the collection were three pictures by the American artist Benjamin West—"The Death of General Wolfe," "The Battle of La Hague," and "The Storming of Quebec."

Harvard Library Notes announces that Mrs. Alexander Hamilton Rice and her children, George D. Widener and Mrs. Fitz Eugene Dixon, have given $150,000 to the Harvard Endowment Fund in memory of Mrs. Rice's son, Harry Elkins Widener. This fund is to be held intact as a maintenance fund for the library which Mrs. Rice, then Mrs. George D. Widener, gave the Harry Elkins Widener Building, dedicated on Commencement Day, 1915.

The Heartman Auction Company, of Rutland, Vt., will sell selections from a New England private library, February 24, containing many rare books and pamphlets such as Ethan Allen's Narrative, 1779; six Boston Massacre orations; early western tracts; an unpublished manuscript of the Indians of the West; Indian Captivities; Mather's "Further Account of the Tryals of the New England Witches," 1893, and other tracts of Mather interest; several tracts on the South Sea Bubble; and some rare early state histories.

It is now claimed that the Jewish Theological Seminary of America, of this city, is in possession of one of the most notable and valuable Hebrew collections in the world. The library contains 60,378 printed books and pamphlets and 1849 manuscripts. The recent acquisition of the Israel Solomon collection, presented by Mortimer L. Schiff, places the

seminary second only to the British Museum in Anglo-Judaica. The 1100 prints constitutes the most representative collection of the kind known and adds an entirely new department to the library.

Etchings by J. Alden Weir are on exhibition in two of the print galleries of the Metropolitan Museum of Art. The exhibition has been made possible by the artist's family who have loaned the pieces necessary to fill out the museum's collection of prints. Included in the exhibit are portraits of Weir's brothers, a portrait of his father, domestic scenes, a "Woman Sewing," "Gyp of the Gypsies," a "Fisherman's Hut," "The Barn Lot," and "The Barnyard Gate."

The *Bookman's Journal*, of London, in a review of the sales of 1920, notes the good prices and general prosperity that prevailed thruout the year and in a glance ahead is optimistic as to the future. It says that in trade and sales circles that there is a general feeling that it is not wise to be too sanguine, but, on the other hand, that many collections are likely to come into the market. The increased publicity given by the press to sales and book matters generally since the war and the increased cost of living have had a tendency to bring into the market collections owned by those who have inherited them from their forefathers. It accepts as a truism that the great collections in England are changing hands but holds that collecting is on the increase and that prospects generally are brighter for the rare book-trade than ever before. It speaks an encouraging word for American trade by deprecating the "outcry which goes up occasionally at the passing of treasures to other countries."

The sale of a "library of a well-known Pennsylvania collector and a library from England," at the Anderson Galleries, February 8, was one of the most interesting short sales of the season and realized $24,102.50. A few of the more important items and the prices which they brought were the following: American Statesmen Series, 40 vols., 1898-1916, large paper, $200; Beaumont and Fletcher's "Comedies and Tragedies," folio, 1647, first collected edition, $160; Bulwer-Lytton's collected works, 111 vols, 1820-84, mainly first editions, $140; Lord Byron's "English Bards and Scotch Reviewers," 1816, fifth edition with additions, rigidly suppressed and said to be unique, $150; Lewis Carroll's "Alice's Adventures in Wonderland," 2 vols., levant, 1866-72, first edition, $222.50; James Fenimore Cooper's collected works, London, 115 vols., half levant, 1821-50, $140; original manuscript of William de Morgan's "Joseph Vance," written on upwards of 1000 large quarto and folio sheets, in case, $850; Dickens's "Pickwick Papers," in original parts, 1836-37, first edition with nearly all of the points, $2800; a collected set of the works of Bret Harte, 41 vols., 1882-1903, all presentation copies, $600; the manuscript of Bret Harte's "Snow Bound at Eagles," 73 quarto pages, signed, $300; Hawthorne's works, 24 vols., 1900-05, limited autograph edition, $300; Washington Irving's works, 40 vols., levant, Joseph Jefferson autograph edition, $275; a collected set of the first editions of Charles Lever, 55 vols., levant, 1839-79, $300; and a collected set of first editions of W. M. Thackeray, 68 vols., levant, 1838-61, $1150. Prices on the whole were satisfactory altho there were good opportunities for the collector and dealer. Many of the rare items and a majority of the collected sets were bought by Gabriel Wells.

F. M. H.

Auction Calendar

Thursday afternoon, February 17th, and Friday morning and afternoon, February 18th, at 10:30 a. m. and 2:30 p. m. The library of the late Charles Roberts of Philadelphia, of the late Reginald L. Hart of Wayne, Pa., and of Augustus H. Leibert of Bethlehem, Pa. (No. 1273; Items 1175.) Stan. V. Henkels, 1304 Walnut Street, Philadelphia, Pa.

Thursday afternoon, February 24th, at 1:45 o'clock. Rare Americana, pamphlets and books, including a selection from a New England private library. (No. 115; Items 209.) Heartman Auction Company, 31½ Merchants Row, Rutland, Vt.

Catalogs Received

Americana, art, history, biography, fine sets, etc. (No. 5; Items 1344.) T. O. Cramer, 1321 Grand Avenue, Kansas City, Mo.

Americana, books, maps, prints, pamphlets, manuscripts. (No. 63; Items 1118.) F. C. Carter, 71 Middle Lane, Hornsey, N. 8, London, England.

Orientalische Altertumskunde, Aegyptologie, Assyriologie, Biblische Philologie, Hebraica und Judaica, Altorientalische Religions-Systeme und Mythologie. (No. 386; Items 3560.) Otto Harrassowitz, Leipzig, Querstrasse 14, Germany.

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Catalogue 89. Economics, Sport, and General Literature.
Catalogue 90. Autograph Letters, Manuscripts, American Black Letter Acts, Historical Documents and Pamphlets.
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Books Wanted and for Sale

BOOKS WANTED

J. N. Adam & Co., Buffalo, N. Y.

America as I Saw It, by Twedie, published by McMillan.

American Baptist Publication Society, 125 North Wabash Ave., Chicago

Sabatier, The Philosophy of Religion.

American Baptist Publication Society, 1107 McGee Street, Kansas City, Mo.

Gibbons, Roman Empire, complete set.
Epistles of St. John, by Westcott.
Historic Churches of America, by Wallington.
Hodges' Theology, 3 volumes.
Dictionary of Christian Antiquities, complete set, by Smith.
Schaff Herzog's Encyclopedia, second hand.
Complete Set Beacon Lights of History, 15 volumes.

W. H. Andre, Suite 607, Kittredge Bldg., Denver, Colorado

John Fiske's Historical Writings, McMaster's Hisotry of the United States.
Fifteen volume Appleton, Herbert Spencer. State binding and condition.

Associated Students' Store, Berkeley, Cal.

Shaler, The Individual, Appleton.

Elizabeth W. Baker, 109 So. Denver St., Dallas, Texas

Joel Chandler Harris, Life of Henry W. Grady, a memorial volume, ed. by J. C. Harris, pub. Cassell Pub. Company.

Wm. Ballantyne & Sons, 1409 F St., N. W., Washington, D. C.

Henschel, Appreciation of Brahms.
Norris, Dracula, 3 copies.
Memoirs of Madame DeStael, Blennerhassett.
Story, The Conflict of Laws.
The American Stud Book, volumes 5. 6, 8, 9 and 10.

Baptist Standard Publishing Company, 701 Slaughter Bldg., Dallas, Tex.

The Gambling World, Rogue et Naer.

H. C. Barnhart, 35 West Market St., York, Pa. [Cash]

Outspoken Essays, by Wm. Ralph Inge.
Joseph Jefferson at Home, N. H. Doll.
Fly Rods and Fly Tackle.
Clark's Commentary,. Old Testament.

N. J. Bartlett & Co., 37 Cornhill, Boston

Songs of Zion, Springer, with music, pub. Hallowell, Me., 1853.
Deurythe Audacious, Bennett.
Moby Dick, first edition.
Benton, Forty Years in Congress.
Bohemian Tarot.
Kabula.
Brewer's Readers Handbook.
Oxford Concise Dictionary, late edition.
Seutonis, Bohn edition.
Abbe Huc, Chinese Empire.

Beane's Occult Bookshelf, 955 Eighth St., San Diego, Cal.

Ephemerides, 1420-1659; 1702-1799.
Raphael's Ephermerides, 1817 and 1818.
Any old Astrological Works.

C. P. Bensinger Code Book Co., 13 Whitehall St., New York

Meyers 39th Edition Cotton Code.
A B C 5th A1 Telegraph Code.
Liebers Standard Code.
Pocket Edition Western Union, Universal.
Kellys, Thomas Directories.
Any American-Foreign Language Code.

The Bibliopole, 55 St. Marks Place, New York

Jacobs, Jewish Contribution to Civilization.
MacFadden, Physical Culture Encyclopedia.
Drews, Raw Food.
Bacon's Essays.
Montaigne, Essays.
LaRochefoucauld, Maxims.
Neitsche, Will to Power.
Durant, Phylosophy on Social Problem.
Paige, Modern Gasoline Autos.
Montesquieu, Spirit of Laws.
Herbert Spencer on Education.
Rousseau, Emilie.
Frobel and Pestalozzi, Educational Works.
Buckle's Civilization in England.
Lecky's European Morals.

Arthur F. Bird, 22 Bedford St., Strand, London, W. C. 2, England.

Eating in Two or Three Languages.

Public Library, Birmingham, Ala.

Encyclopaedia Britannica, 11th ed., thick paper, clo.

Bloomingdale Bros., Inc., 59th to 60th St., New York

The Creed of Her Father, by Wheeler, pub. by Britton,
Archko Volume.

The Bobbs Merrill Co., Indianapolis, Indiana

The Way to the West, Emerson Hough.
The King of Gee Whiz, Emerson Hough, and W. D. Nesbit.
The Story of Live Dolls, Josephine Scribner Gates, original quarto ed.
Patroon Van Volkenberg, Henry Thew Stephenson.

The Book Shop, Woods Hole, Mass.

Accounting for Department Stores, Detroit, 1906.
Abbott, H., Lost Pond, N. Y., 1915.
Caine, H., The Scapegoat, N. Y., Appleton, 1899.
Chance, Beale, Mothre and Daughter, Century, 1910.
Factory Management Course, books only, I. E. Inst.
Hulbert, Forest Neighbors. 2nd ed., Doubleday.
Lindsey and O'Higgins, The Beast Mathews.
Mathews, C. T., Story of Architecture, Appleton.
Wishart, Short Histories of Monks and Monasteries, 2nd ed., Grand Rapids, Wishart.

Charles L. Bowman & Co., 225 Fifth Ave., New York

Bunker Bean, by Wilson, Doubleday.
The Delphini Classics, original issues. any title in good condition.

Brandt & Kirkpatrick, 101 Park Ave., New York

The Quarry, John Moroso, pub. by Little, Brown.

Brentano's, Fifth Ave. and 27th St., New York

Thomas Halsey of Herfordshire, England, and Southampton, Long Island, 1591-1679, with his American descendants to the eight and ninth generations, by Jacob Lafayette Halsey and Edmund Drake Halsey, with an introduction by Francis Whiting Halsey, Morristown, N. J., printed at "The Jerseyman" office. 1895.
Behind the Veil of the Russian Court.
Manors of Virginia in Colonial Times, by Edith Tunis Sale. Lippincott's.
Market Harborough by Whyte-Melville, Edn. de Luxe.
Works of J. G. Huneker, first editions.
Love in Friendship, Stendhal.
To Hell and Back, Morrill.
South Sea Silhouettes, Morrill.
The following by Marchmont:
Imperial Marriage.
In the Cause of Freedom.
In the Name of a Woman.
Little Anarchist.
Man Who Was Dead.
Miser Hoadley's Secret.
My Lost Self.
Mystery of Mortimere Strange.

BOOKS WANTED—Continued

Brentano's—Continued

Old Mill Mystery.
By Right of Sword.
By Snare of Love.
By Wit of Woman.
Course of Fortune.
Dash for a Throne.
Face to Face With Death.
For Love or Crown.
Greatest Gift.
Heritage of Peril.
Price of Freedom.
Queen Advocate.
Sarita the Carlist.
Sir Jaffrey's Wife.
When I Was Czar.
The Perfume of Eros, Saltus.
Mother of Man, Phillpots.
Fighting Bishop, Hopkins.
A Tale of Two Nations, Harvey.
Bawlerout, Halsey.
Selections from Poetry of Whitman, ed. by Triggs.
Court of Mexico, Kallowits.
Little Brother of the Rich, Martin.
Lusiad, Camoins.
Saturday Night, Beneventi.
Science from an Easy Chair, Series no. 2.
Diversions of a Naturalist.
Clock and Key, Vesey.
Home Dietitian, Comstock.
In Defense of Women, Mencken.
Appreciation of Pictures.
Appreciation of Sculpture.
How to Judge Architecture, Sturges.
Alice Brown, Oah.
The Nigger, Sheldon.
She Who Will Not When She May, Walton.
Model Power Boats.
If Christ Came to Chicago, Stead.
Two Fundamental Problems of Ethics, Schopenhauer.
Nineteenth Century, a Dialogue, Ellis.
Head of the Family, Mulock.
Brief History of U. S., Barnes.
Woodcraft, Nessmuck.
Virginia ed. of Poe's Works, edited Harrison.
Bewitched Fittle and Other Tales, MacManus.
Caricature and Other Comic Art in All Nines, Parton.
Napoleon in Caricature, Becadley.
Life and Letters of Chas. S. Keene, Layard.
Sir John Leech's Pictures of Life and Caricature.
Beatrice Grimshaw's From the Fiji to the Cannibal Islands.
Memoirs of Margaret Miller, vol. 2, Ossoli.
History of the Parsis, Karaka.
Survival of Christianity, Wood.
Story of Sarah, Forsland.
Little Pilgrim, Oliphant.
The Molly Maguires, Pinkerton.
Bostonians, James.
The Text of Yellow Jacket, James.
Archko Volume, 2 copies. James.
Edwards' Butterflies of North America, 3 vols.
Warwick Woodland, by Forester.
Bickford's Thoughts on Hunting.
Virginia Genealogy.
American Ancestry.
Ornaments in Silk, A. S. Cole.
History of New York City, Stone.
New York Old and New, Wilson.
Memorial History of Staten Island.
Historic Houses of New Jersey.
Journal of Goncourt Bros.
John Hay's Journal.
My Shooting Box, Forester.
Gardens Old and New, Edited by H. Avery Tipping, English Country Life, London, Publishers.
Inferno, Dante, with Dore Illustrations, original ed.
American Glassware, Barber.
Bull Calf, Frost.
Art of Hector Berlioz.
Montespan, Du Barry and Pompadour, Noel Williams.
Through Polynesia and Papan, Frank Burnett.
Wanderings with a Camera, Frank Burnett.
The Gordons of Virginia.
Burke's Commoners.
Pilgrimage to El Midinah and Mecca, by Capt. Burton.

The Brick Row Book Shop, Inc., 19 East 47th St., New York

Horshoe Robinson.
Lectures and Essays, 2 vols., W. K. Clifford.
Street Cries of N. Y., 1814.

Bridgman's Book Shop, 108 Main St., Northampton, Mass.

Penguin Island, by France.
Ingleside Rhaims, J. E. Rankin.
History of Dartmouth College and the town of Hanover, by Chase.
Euripides Iphigenia in Aulus, Text edition.
Smith's Text Book of the Principles of Machine Work.

The Brooklyn Museum Library, Eastern Parkway and Washington Ave., Brooklyn, N. Y.

Robinson, W., English Flower Garden.

Burrows Bros. Co., 633 Euclid Ave., Cleveland, O.

Source Book for Social Origins, Thomas.
Narrative, Critical History, Winsor.

Campion & Company, 1313 Walnut St., Philadelphia

Brooke, On Ten Plays of Shakespeare.
Chief European Dramatist, by Brander Matthews.
Roseberry's Napoleon.
Lery's Napoleon, 2 vols.
Shakespeare, Temple Edition, 12 vols.

William J. Campbell, 1731 Chestnut St., Philadelphia

Alexander Henry's Travels.
Map of Ireland, by Counties, pub. by Johnston, Edinburgh.
Journal of B. H. Latrobe, N. Y., 1905.
Diary of Ami Warder, by Cadbury, Phila., 1894.
Journal of Sarah Eve., Phila., 1881.

Central Book Co., 93 Nassau St., New York

Science and Health, 1st to 50th eds.
C. S. Journals, complete and odd nos.
C. S. Manuals, old pamphlets, etc.

George M. Chandler, 75 E. Van Buren St., Chicago

Nicolay & Hay's Lincoln, 10 vols., 1890.
Mencken, American Language.
Mencken, Ventures into Verse.
Cabell, Gallantry.
Selous, African Nature Notes, etc.
Andrews, Call of the Land.
Clifford, Further Side of Silence.
Bullen, Idyls of the Sea.
Handford, T. W., Poetry and Pictures.
Parker, Powder and Patches.
Fithians Diary.
Lockwood, Colonial Furniture, 2 vols.
Wyatt, E. F., True Love.
Wyatt, E. F., Every One His Own Way.
Butler, Ellis P., Water Goats, etc.
Herndon, Lincoln, 3 vol. ed.
Bok, Edward, Autobiography, first ed.
James, Henry, Works, N. Y. ed., 26 vols.
Davenport, A., By the Ramparts of Jezreel.

Arthur H. Clark Co., Caxton Bldg., Cleveland, O.

Life and Light for Heathen Woman for 1870.
Edwards, On Butterflys, 3 vols.
Untrodden Fields of Anthropology.
Canadian Mining Institute, Jl. of, vols. 1-5 incl.
Edwards, Campaign New Mexico with Colonel Doniphan.
Jefferies, Richard, Eulogy by Besant, 1888.
Marcy, Thirty Yrs. Army Life on the Border.
Halsey, Authors of Our Day in Their Homes, first edn. only.
Bourne, Philippine Islands.

John Clark Co., 1486 West 25th St., Cleveland, O.

Collot, Journey in North America.
Christian Science Journal, vols. 14 and 17.
Dukes, Ashley, Modern Dramatists.
Early Western Travels, ed. by Thwaites, vols. 1, 18, 31 and 32.
Any books on fox-hunting and foxhounds.
Heckewelder's Narrative of the Mission of the United Brethren, ed. by Connelley.
Howell, A Flora of Northwest America.
Illinois State Historical Society's Collections and Transactions, complete set or any volumes.

BOOKS WANTED—Continued

John Clark Co.—Continued

Jackson, The Eighteen Nineties.
Kingsford's History of Canada.
Kennedy, New World Fairy Book.
Middleton, Streets and Faces.
Scharf's History of Western Maryland.
Vyner, Notitia Venatica; a Treatise on Fox-Hunting.
Wilder, S. V. S., Memoirs of, 1865.
Winship, Jukes-Edwards; a Study in Education and Heredity.
Zeisberger's Diary.

College for Women Library, 11,130 Bellflower Road, Cleveland, O.

Bacon, Mrs. A. F., Beauty for Ashes.
Bacon, Mrs. J. D. D., Madness of Philip.
Biedle, A., Internat. Secretary Organs.
Dominian, L., Frontiers of Language and Nationality in Europe.
Douglas, Sir R. K., Europe and the Far East, 1904 or 1913.
Giles, H. A., Hist. of Chinese Literature.

Columbia University Library, New York City

Rasmussen, Kuud, People of the Polar North, edited by G. Herring, Lippincott, 1908.

U. G. Conover, Cozaddale, Ohio

Books on Negro Slavery, Narratives only.
St. Nicholas and Century Magazines, bound.

L. M. Cornwall, 227 Pa. Ave., N. W., Washington, D. C.

Bolles, Financial History U. S.
Bullen, Call of the Deep.
Bullen, Men of the Merchant Service.
Belle Boyd, Life of, 2 vols.
Don Marquis, Danny's Own Story.
Don Marquis, Cruise of the Jasper B.
Drake, Salving of a Derelict.
Gissing, New Grub Street.
Janvier, In the Sargasso Sea.
McFee, A Port Said Miscellany.
McFee, Letters from a Ocean Tramp.
Noble Grain Carriers.
Minot, Mass. Insurrection.
Sumnir, Financier, etc., of Am. Revol.

John F. Davies, 824 Old National Bank Bldg., Spokane, Wash.

Benton, Thos., Thirty Years of Congress.
Grant's Memoirs.
Burns, Robt., Works, Gebbie edition.
Great Truths by Great Authors, 1853.
Palladino, Indian and White in the Northwest.
Ronan, Peter, History of the Flathead Nation.
Modern Eloquence, 15 vol. set.

Davis & Nye, 112 Bank St., Waterbury, Conn.

Wilson's Nature Reader, Elementary School, 2nd reader, Macmillan.

Denholm & McKay Co., Worcester, Mass.

Poems Philip Henry Savage, 1901, Sherman French.
Pines of Lory, J. A. Mitchell.
Tenting To-night, Rinehart, H. M. & Co.
Night Riders, Cullum, Jacobs.
Under Cover, McGrue, L. B. & Co.
Ayesha, Haggard, 2 copies, Doubleday.
Hound of Baskervilles Doyle, Doubleday.
Nedra, McCutcheon, Dodd.
White Hills, Starr King.
Uncle Walt, G. M. Adams.
Influence of King Edward R. Ester.
Flower Decoration in the House Jcyke.
My Garden, Phillpotts, Scrib.
Gould's Checker Problems, Critical Positions and Games.
John Martin's Big Book.
Not Guilty, Norma Brentano, 2 copies.
Defeat of Youth, Poems.
Cassell's Ency. of Photography.
Plant Names, Scientific and Popular, Lyons.
Idyl of Twin Fires, Eaton.
Practical Dog Keeping, Haynes, Macmillan.
Neighbors, Zona Gale.
In Heaven We Know, Blot.

Denholm & McKay Co.—Continued

Beside Still Waters, Benson, 2 copies.
Must be nice copies.

Dennen's Book Shop, 37 East Grand River Ave., Detroit, Mich.

Cooper, Complete set, first edition, original cloth.

Fred M. DeWitt, 1609 Telegraph Ave., Oakland, Cal.

Hunt's Merchant's Magazine, Nov., 1848, or vol. containing this issue.
Costello, Our Police Protectors, 2nd ed.
Hart, Pract. Essays in American Govt.
Smyth, Greek Grammar for Schools and Colleges.
Sealsfield, The Cabin Book, N. Y., 1844.
Sedgwick, Redwood, N. Y., 1850.
Smith, The Forsaken, N. Y., 1831.
Stuart, Gabolinks.
Stockton, F. & M., The Home, N. Y., 1873.
Webbe, Tales of the Southern Border.
Wise, Tales for the Marines.
Woodworth, Champions of Freedom, 2 vols.
Wyatt, Everyone His Own Way.
Wyatt, True Love.
Loeb, Studies in General Physiology, 2 vols., Chicago Univ. Press.

Detroit Public Library, Detroit, Mich.

Beardsley, A. V., A Second Book of Fifty Drawings.
Hawley, W. A., Oriental Rugs, Antique and Modern.
Vollmer, W. A., Book of Distinctive Interiors.
Firkins, Index to Short Stories.

Dixie Business Book Shop, 41 Liberty St., New York

Dicty. of Phrase and Fable, Lippincott.
Grand Civic and Military Demonstration.
Removal of Pres. Monroe's Remains from New York to Virginia.
Frenzied Finance, Lawson.

Robert H. Dodd, Fourth Ave. Cor. 30th St., New York

The Letters of the Wordsworth Family, published by Ginn & Co., about 1907.

Robert W. Doidge, 16 Elm St., Somerville, Mass.

Books on Amusements, Games and Occultism.

James F. Drake, 4 West 40th St., New York

Saltus, Oscar Wilde, first ed.

H. & W. B. Drew Co., Jacksonville, Florida

Gold Fish Varieties and Tropical Aquarium Fish, W. T. Innes.

E. P. Dutton & Co., 681 Fifth Ave., New York

Arnott and Wilson, The Petit Trainon, Versailles, 3 parts or 1 vol.
Bishop, J. L., History of American Manufactures, 1608-1860.
Blaine, Twenty Years of Politics.
Bennett, Arnold, Denry the Audacious.
Bennett, Arnold, The Great Man.
Bradley, G. D., Story of Santa Fe, Frontiers of America.
Bennett, Arnold, Old Wives Tales, first edition.
Brown, The Story of a Bank.
Carter, C. F., When Railroads Were New.
Churchill, Life of Lord Churchill.
Douglas, N., They Went.
De Coluevain, Unknown Isle.
Fagan, J. O., Labor and the Railroads.
Garcia, Art of Worldly Wisdom, Golden Treasury Series.
God's Light As It Came To Me.
Housman, Love Letters of an English Woman.
Johnson, E. R., Ocean and Inland Water Transportation.
Lang, Historical Mysteries.
Lang, A., The Valet's Tragedy and Other Studies, first ed., London, 1903.
La Monte and Mencken, Men Versus the Man.
Latham, Names, Nicknames, and Surnames.
Lindsay, T. M., Luther and the German Reformation, 5 copies.
Mason, John the Unafraid.
Melville, All About Postage Stamps.
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Seeley, J. R., Expansion of England, 3 copies.

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Roosevelt, Autobiography, Macmillan ed., 1913.
Lea, Superstition and Force, 1892 ed.
Lea, Formulory of the Papal Penitentiary, 1892.
Lea, History of the Inquisition of the Middle Ages, 3 vols., Macmillan ed., 1906.

Geo. Fabyan, Riverbank Laboratories, Geneva, Ill., or Walter M. Hill, 22 E. Washington St., Chicago

Works on Ciphers, Obscure Writing, Symbols, Synthetic Elements, Cryptic Forms of Language, Cryptography, Ancient Symbolic Steganography, Signs, and other unusual characters in writing; also the art of deciphering.

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From Mons to Ypres, Coleman, Burt.
Wm. Blake, Critical Essay by Swinburne.
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History Jefferson Administration, Adams.
Roosevelt, first editions.
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Goschen, Cultivation and Use of Imagination.
Malet, Shifting Scenes.
In Lotos Land, Pontig, Macmillan.
The Spoon, H. O. Westman.
Book of Tarpon, Dimock, Outing.
Shakespeare's Comedies, illus., E. A. Abbey, Harper.
Cords of Vanity, Cabell.

Alfred Fowler, 17 Board of Trade, Kansas City, Mo.

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Fowler Brothers, 747 S. Broadway, Los Angeles, Cal.

Principles of City Land Values, last ed., Richard M. Hurd.

William F. Gable Co., Altoona, Pa.

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Gammel's Book Store, Austin, Texas

Goose Girl, McGrath.

Gardenside Bookshop, 270 Boylston St., Boston, Mass.

Cruikshank, George, The Comic Almanac, 1st ed., in original wrappers or rebound, vols.: 1847, 1849, 1850, 1852, 1853.
Quiller-Couch, Dead Men Rock.
Besant, Walter, The World Went Very Well Then.

Ernest R. Gee & Co., 442 Madison Ave., New York

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The Corwin Genealogy, 1872.
Anything about the Corwin Family.
Sonnets of Three Centuries, Hall Caine.

William J. Gerhard, 563 N. 20th St., Philadelphia, Pa.

National Geographic Mag., Dec., 1918.
Fifth Report U. S. Entomological Comm.
Cope, Batrachia No. Amer. (In Bull. U. S. Nat. Mus.)

J. K. Gill Co., Portland, Ore.

Captivity of the Oatmen Girls, 2 copies.
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Famous Violinists and Fine Violins, Phipson.
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Howell's Flora of the North West.
Condon, Oregon Geology.

Goodspeed's Book Shop, 5a Park St., Boston, Mass.

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Benson, Catalogue of Etchings.
Bosweli, Life of Johnston, ed. by Hill.
Bradford, Hist. of Plymouth Plantation, Boston, 1898.
Burnham & Bennett, Plan of Chicago.
California, History of, by Venegas.
Century Dictionary, Supplementary vols., cloth.
Chesterfield, N. H., Hist. of.
Conn. Vital Records, vol. 6.
Cortissoz, St. Gaudens.
DeMille, Dodge Club, Boston, 1866-9, 2 vols. 16 mo.
Dexter, England and Holland of Pilgrims.
Two Chiefs of Dunboy.
Garrison, Wm. Lloyd, works, 4 vols.
Gordon, Clarence, Fresh and Salt Water Tutors; Two Lives in One; Boarding School Days; Old Boys' Stories. 2 vols., N. Y., 1864-73.
Green, Flood-Tide.
Harper's Franklin Sq. Lib., Black, Wm., Love or Marriage.
King, Moses, Ben. Pierce, A Memorial Collection, 1881.
Lockwood, Furniture.
Lodge, H. C., Memoirs of.
Lyman's Historical Chart.
Lyons, Colonial Furniture.
Moore, H., Collector's Manual.
Mt. Desert, Hist. of. Street.
New England, Anti-Masonic Almanac, 1820.
N. H. Registers 1772 1788-9, 1704, 1707, 1801.
Pattie, James O., Personal Narratives of, ed. by Timothy Flint Cin 1833.
Tolland Co., Conn., Hist. of, by Cole.
Train, Arthur, Stories of Crime from Dist. Attorney's Office.
[illegible] Essense Industry.
Genealogies, Bangs 1866; Beckwiths; Beecher by Hughes, 99 pp.; Browne, Descend. of Thomas, 1901; Donaldson; Goodrich; Nash, Thomas, Hartford, 1872; Newell Thomas, and Descend., 1878; Burgess, 1866; Hoyt 18[illegible]; Foster by Pierce.
Arrow, Simon Count Fanny Nuptials, 1907.
Davis G. T. M. Autobiography, N. Y., 1881.
Newspaper Dictionary, prior to 1914.
Any unusual or rare genalogies or town histories.

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Wilder, Smiles I've Caused, pts. 1, 2, 3.
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Hall's Book Shop, 361 Boylston St., Boston, Mass.

Charleston, S. C., the Place and Its People.

Harrison Co., 42 East Hunter St., Atlanta, Ga.

Independent, October, 1917.
The Economic World, July 1, 1917.

F. B. Hartranft, 450 Asylum St., Hartford, Conn.

Freeman, Cape Cod, 2 vols.
Barnstable Families, 2 vols.
Hinman, Early Puritan Settlers, odd parts.
Gillett, Euclidian Geometry.
Southworth, Mrs., Self Raised.
Pigeons, Books on, including French and German items.
Irelan, John, The Republic: Lincoln Administration, 2 vols.
Gardinew, Lionel, Journal of.
Old China Magazine, vol. 3, no. 12.
Family of John Gorham, anything on.
18th Century eds. of Pope, Gay, Goldsmith and Johnson.

H. R. Hass, 5105 N. Robey St., Chicago

Dictionary of English Phrases with Illustrative Sentences, Kwong Ki Chin, 1881.

John Highlands & Co., 918 Arch St., Philadelphia

Moore's Avowals and Memoir of Dead Life.
Huneker, Painted Veils, Boni & Liveright.
The Journal of a Disappointed Man, Doran Co.
Sentimental Journey with Leloir Color Drawing.
Keats' Hyperion, facsimile of his copy, limited.
Herbert, H. W., any 1st eds. of his works.
Eclipse and O'Kelly, by Cook.

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American Sportsman Series, 16 vols.
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Roosevelt's Works, Elkhorn ed.
Herndon's Life of Lincoln, 1st ed., 3 vols., cloth.
Marryatt's Works, 24 vols., Dent ed.

Himebaugh & Browne, 471 Fifth Ave., New York

Young Folks' Story of France.
History of the Early Christian Literature, Kruger, trans. C. R. Gillett, 1897, Macmillan.
Young Folks' Story of Germany.
Queen Louise of Prussia.
Murray's Guide to the Mediterranean.
Spanish, 4 vols., I. C. S. reference library.
Italian, 3 vols., I. C. S. reference library.
German, 4 vols., I. C. S. reference library.
Five English Consorts of Foreign Princes.
The Empress of Rome.
Mary Tudor.
Birds of New York State, Eaton.
Winesburg, Ohio.
13 Washington Square, Houghton Mifflin Co.
Freaks of Mayfair.
Voice of Masonry, Dr. Mackey, 1876.
Essay on the Real Secret of Masonry, Cleland, 1766.
Encyclopedia of Masonry.
Books on Brass, Druitt.
Books of Brass, Fiske.
Books on Brass, Macklin.
Moll Flanders, Devoe.
Lawn Tennis in Our Country, W. H. W. Slocum.
A Summer in Israel, Costello, pub. Lane.
Studies in the Book, Revere Franklin Weidner, covering Leviticus, Numbers and Deuteronomy.
Genius Iris, Dykes.
History of English Literature, Shaw.
Love's Pilgrimage, Upton Sinclair.

Hochschild, Kohn & Co., Howard & Lexington, Baltimore, Md.

The Soul of Lee.
Monk of Fife.

Hochschild, Kohn & Co.—Continued

Cyrano de Bergerac, trans. by Gladys Thomas.
The Bancrofts: Recollections of Sixty Years.
Atala, in English, Chateaubriand.
Wild Honey, Stockley.
Sea and the Jungle, H. M. Tomlingson, 1st ed.
Book of Knowledge.
Macbeth, Merchant of Venice and Othello in Tudor leather ed.
Roger Drake, Webster.
Sixty Years of Protection in Canada, Edward Parritts.
Chivalry, Cabell, original illustrations.
The Pastoral Epistles, J. B. Lightfoot.
The First Christian Century, W. M. Ramsef.
Literary History of Ireland, Douglas Hyde.
The United States in Our Own Times, E. Benj. Andrews.
The Old Curiosity Shop, Dickens, 2 vols., maroon leather.
Bisnia, the Lost City, E. J. Banks.
Orphan, Mulford.

W. B. Hodby, 214 Stanwix St., Pittsburgh, Pa.

Inquisition of Middle Ages, Jelliffe.

Paul B. Hoeber, 67 E. 59th St., New York

Prince, Unconscious.

John Howell, 328 Post St., San Francisco, Cal.

Pamela, Richardson.

Paul Hunter, 401½ Church St., Nashville, Tenn.

Forster's Life of Goldsmith, 1st ed.
Fowler's The Operating Room.
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Moffitt's Crowned Jewels.
Britannica, 11th ed.
American Ballads.

George W. Jacobs & Co., 1628 Chestnut, Philadelphia

Memoir of Rupert Brooke, Marse, pub. John Lane.

Amos Everett Jewett, Rowley, Mass.

History of Ipswich, Mass., Felt.
Was Lincoln a Spiritualist, Phil., 1891.
Incidents in My Life, D. D. Home, any ed.
Seeress of Prevorst, Trans. by Crowe, 1845.
Locke, Gen., 720 pp., Concord, 1916.

Johnson's Bookstore, 391 Main St., Springfield, Mass.

Prestige, Leopold, list $3.00, pub. E. P. Dutton.

Caroline D. Johnston, 2006 Young Ave., Memphis

American Rose Annual, any nos.
Burrell's Mother's Book.
Cisco, J. G., Historic Sumner County, Tenn.
Curtis, Trumps.
Encyclopedia Americana.
Encyclopedia Britannica, Cambridge ed.
Gulder's Internal Combustion Engines.
Ramsay, Sir W., Commentary on Galatians.
Mitchell & Reichert, Snakes, Venoms, etc., Warner Library.

Jones Store Co., Kansas City, Mo.

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Jones Book Store, 619 S. Hill St., Los Angeles, Cal.

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Ould Newburyport.
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Charles E. Lauriat Co., 385 Washington St., Boston

Bosanquet, Principles of Individuality and Value.
The Quest (Poems), Field, pub. Badger.
History of Architecture of French Renaissance, by Ward.
Complete Gardener, H. H. Thomas.
McDougall, W., Body and Mind.
Coryat's Crudities.
George Ade's Fables in Slang.
George Ade's More Fables in Slang.
Eaton, Walter Prichard, Green Trails and Upland Pastures.
Arthurian Romances, any titles pub. by Scribners or New Amsterdam Book Co.

Mrs. Leake's Shop, 78 Maiden Lane, Albany, N. Y.

Rhodes History U. S., vols. 5, 6, 7, 8, brown cloth, Harper Bros., 1899.

C. F. Liebeck, 859 E. 63rd St., Chicago, Ill.

Sabin's Dictionary Americana, any parts.

Little, Brown & Co., 34 Beacon St., Boston, Mass.

Rape of the Lock, Pope, illus. by Audrey Beardsley.
Lost Language of Symbolism, H. Bayley, pub. by Dutton.

Lord & Taylor Bookshop, 5th Ave. at 38th St., N. Y.

Italian Yesterdays.
Snaith, Purple Girl.
Webster, Quilts and How to Make Them.
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Language of Flowers.
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Loring, Short & Harmon, 474 Congress, Portland, Me.

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Evolution of an Intellectual, Murray, Knopf.
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Cape Cod, Thoreau, 2 vols., colored illus., H. M.
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John Henry Smith, Adams, Fenno.
Red Lane, Day, Harper.
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Lowman & Hanford Co., Seattle, Wash.

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Chase's History of Dartmouth College and the Town of Hanover, pub. 1892.
Peck, Kingdom of Light.
Lighter Side of Irish Life, Birmingham.
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War Papers, Mich. Loyal Legion, vol. 1.
Keyes, 50 Years' Observation, 1884.
Reminis, Gen. Jacob Dix, 2 vols., 1900.
Penna. Regimental Histories, 1, 2, 14, 17, 25, 33, 36, 37, 41, 57, 72, 95, 100, 128, 131. Also 4, 8, 11 Cavalry. Also 12, 28, 52 Reserves.

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Southern Hist. Soc. Papers, vol. 8 and later.
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Nickell's Botanical Ready Reference.
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Beale, Hist. 9th Va. Cavalry.
Hamilton, J. A., Calumny of Van Buren.
Jones, C. C., Siege of Savannah.
Jones, C. C., Life of Ex-Gov. Jenkins.
Jones, C. C., Religious Instructions to Negroes.
Jones, C. C., Roster of Confed. General Officers.
Lamar, Verse Memorials.
Menard, Salem, Lincoln Souvenir Album.
Williams, Life of Hamilton, 1865.

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Broughton, Red as a Rose Is She.
Broughton, Cometh Up as a Flower.
Dunbar, In Old Plantation Days.
Sinclair, Prince Hagen, Doubleday.
Sinclair, Overman.
Sinclair, Journal of Arthur Sterling.
Sinclair, Manassas.
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Herford, Monologues.
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Ashe, English Dictionary.
Worcester, Gazeteer, 2 vols.

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Jewish Encyclopedia, one set, cloth.

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Blosson and the Fruit, Mabel Collins.

Chas. A. O'Connor, 21 Spruce St., New York

Annals of the Four Masters.
Annals of Ulster.
Keating's History of Ireland.
Three Eras by Arthur.
Gates Genealogy, C. O. Gates.
Burgess Genealogy.
Bartlett Genealogy, Thos. Bartlett.
Dickinson Genealogy, Fred. Dickinson.
Burr Family, pub. 1902, Todd.
Coggswell Genealogy, Jameson.
Bliss Genealogy.
O'Neills of Ulster.
Book of Leinster.
Annals of Tigernach.
Book of Kells (description).
Cushman Genealogy.
Pacata Hibernia.
Stuart of Castle Stuart.
Any works by Dr. John Gamble.
Any works by Lady Gregory.
Clan O'Toole, P. L. O'Toole.
Annals of Lough Ce.
Ancient Laws and Institutions of Ireland, by O'Donovan, O'Curry, etc.
History of the Irish Confederation, Bellings.
References; N. Y. Times, N. Y. Evening Post, N. Y. Tribune, Everybody's Adventure, The Outlook, Atlantic Monthly, Boston Transcript, Chicago Tribune, Sunset, System, etc.

Old Corner Book Store, 27 Bromfield St., Boston

U. S. Pharmacopea, 1st ed.

Osborne's Book Store, Santa Barbara, Cal.

Bandelier, A. F., Gilded Man.
Hinsdale, B. A., Old Northwest.
Johnson, W. H., Pioneer Spaniards in North America.
Noll, A. H., Short History of Mexico.

Oxford University Press, 35 W. 32d St., New York

Contemporary Portraits, Frank Harris, 1st and 2d series.

Pearlman's Book Shop, 933 G St., N. W., Washington

Parker, H. T., Sootony.
Eleanor Hall, The Cuchulan Saga.
Dudeney, Mrs. H., Maternity of Harriet Wicken.

Pennsylvania Terminal Book Shop, New York

Jan Hay, The Oppressed English, Doubleday, Page.
Justus Miles Forman, Tommy Carteret, Doubleday, Page.
Thomas Dixon, The One Woman, Doubleday, Page.
Maurice Baring, Diminutive Dramas, N. Y., '11.

Thos. Perkins, 79 Milk St., Boston, Mass.

Cleveland, In the Forecastle, 1876(?).
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Fichte's Science of Knowledge, Kroeger, tr., 1869 or later.
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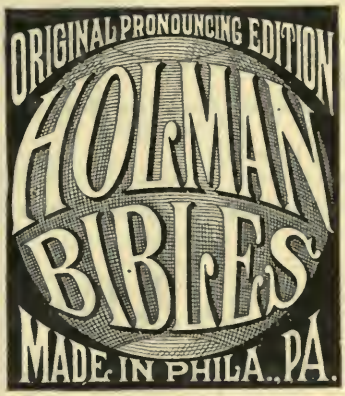

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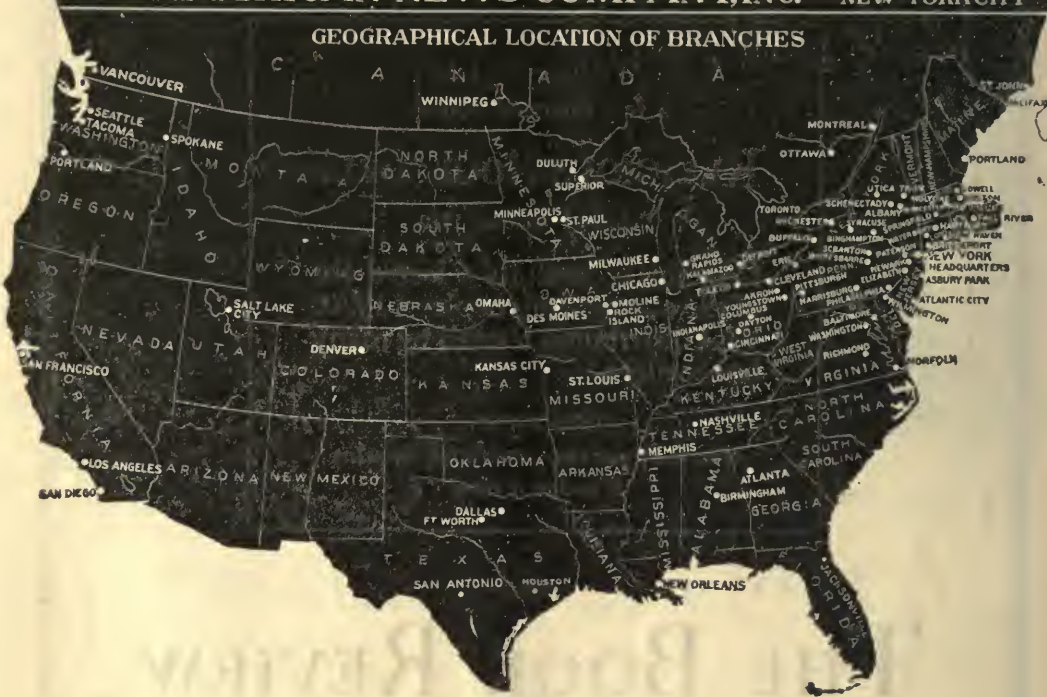

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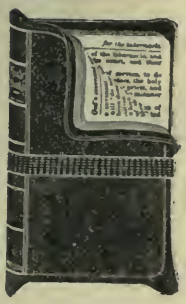

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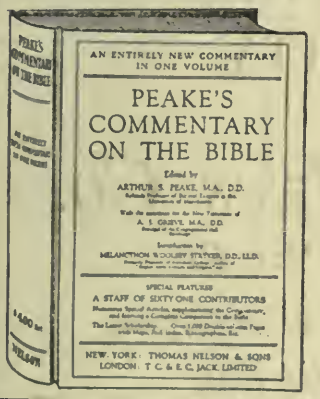

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MARY STEWART, well-known as the author of many children's stories in the *Tell Me a Story Series* (Revell), was married recently to Colonel Raymond Sheldon, U. S. A.

JANE BURR, author of "The Passionate Spectator" (Seltzer) is an American, altho her novel was first brought out in England where it was widely discussed. The manuscript is said to have been rejected by nearly every publisher in New York on the ground of its unconventional attitude toward marriage.

SIR ERNEST HODDER STOUGHTON, head of the London publishing firm of Hodder & Stoughton, who has just sailed for England after a flying business trip here, says that Joseph Bucklin Bishop's "Theodore Roosevelt and His Time" (Scribner) has aroused more interest in England than any other book of American origin brought out there this season.

CAPTAIN JAMES NORMAN HALL, author of "The Lafayette Flying Corps" (Houghton), is enjoying a long rest among the South Sea islands. He writes from Tahiti that he has a house of two rooms, with two large verandas, for which he pays a rental of the equivalent of $7 in American money per month; and this includes his washing, service, and coffee in the morning.

THE FOLLOWING EXTRACT from a letter written by Anzia Yezierska, author of "Hungry Hearts" (Houghton Mifflin) sheds light on the early struggles of this Polish writer: Mr. L. B. Moses made a Thanksgiving party at the Waldorf-Astoria, at which I was the guest of honor. As I listened to the inspiring music and took in the glitter and the glamor of the magnificent hotel, I could not help telling my host that no more than two years ago I begged at this very hotel for a job. I went thru the dark, underground employees' entrance that none of the guests who enter thru the front door know anything about. I was so down and out that I did not have the spunk to ask for a job as a waitress—I knew I didn't look good enough for that. All I asked was for a job as scullery maid, dishwasher or scrubwoman. And even this was refused me. What else was there for me to do but go back to my writing with the courage of despair?

IT WAS while she was waiting in the police court, where she had been haled because the iceman had pocketed her money instead of turning it over to the company, that Natalie Sumner Lincoln conceived the plot of "The Red Seal" (Appleton). Before she left the court room she had planned the opening chapter.

BERTRAND RUSSELL is now in China studying political and social conditions in the Orient. His "Bolshevism: Practice and Theory" (Harcourt) is said to be as stimulating a criticism of radical thought as Maynard Keynes' "Economic Consequences of the Peace" was of the generally accepted notion of the Treaty of Versailles.

MARY HASTINGS BRADLEY, author of "The Innocent Adventuress" (Appleton), says that the story of her own life is a very American one. She was born in Chicago of New England and Southern stock, and from the time of her college days in the East she has had active interests in the north, south, east and west. She is now living in Chicago, the wife of a prominent lawyer. Mrs. Bradley is an active sportswoman, a splendid swimmer, a good sailor and an ardent horsewoman. Her home in Chicago overlooks the lake and she steals many afternoons from her work to cruise in her small sailboat.

HER PUBLISHERS, J. B. Lippincott Co., have disclosed the fact that Grace Livingston Hill (Mrs. Lutz), who has a new novel, "The Tryst," for spring publication, composes on a typewriter—in the dark. Whether there is any significant or symbolical connection between her preference for working in the dark and the fact that she is an active supporter of the Sunday Blue Law Movement is not indicated.

DR. C. ALPHONSO SMITH, head of the Department of English in the U. S. Naval Academy, and author of "The O. Henry Biography," was the Poe Professor of English at the University of Virginia before going to the Naval Academy and conducted the Poe Seminar at the University of Berlin during his incumbency of the Roosevelt Exchange professorship in Germany. His new book, "Poe, How to Know Him" (Bobbs-Merrill) treats Poe as a world author.

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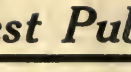

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THE BOOK REVIEW

REBECCA DEMING MOORE FREDERIC TABER COOPER MARY ALDEN HOPKINS JOSEPH MOSHER
GRACE ISABEL COLBRON ELIZABETH PORTER WYCKOFF FREMONT RIDER
ALGERNON TASSIN MARY KATHARINE REELY DORIS WEBB WEBSTER

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Book Chat of the Month

THE MOTOR-CAMPING PARK, DENVER, COLO.
FROM "THE MOTOR CAMPING BOOK" BY ELON JESSUP. (REVIEWED ELSEWHERE)
G. P. Putnam's Sons

"BODY AND SOUL," Arnold Bennett's new play just out in book form, is scheduled for London presentation during this season. It is hinted in London literary circles that some of the characters in "Body and Soul" are more or less easily recognizable, and that the play is very daring in its witty directness. The play has two heroines, Blanche Nixon, late of the English Midlands, an accomplished seller of typewriters, and Lady Mab Infold, whose insatiable thirst for new experiences led her to allow Miss Nixon to understudy her at a public function.

LETTERS WHICH read like real ones in which a story has been discovered unfold a love adventure of two writers who cared for each other but loved imperfectly. The lovers in "The Pipes of Yesterday" (Century) by Frederic Arnold Kummer and Mary Christian paid, not so much because of defied convention as because they loved too selfishly.

THE LURE of Cape Cod is strong for Sara Ware Bassett, and for the setting of her new story, "Flood Tide" (Little, Brown), she has returned to the little seaside town of Wilton, the home of Zenas Henry and the captains three, the characters of her earlier books. "Flood Tide" is a love story with an incorrigible optimist as its main character.

"DELIGHT'S KINDER BOWLED OVER BY SURPRISE, TINY," WILLIE EXPLAINED GENTLY
FROM "FLOOD TIDE" BY SARA WARE BASSETT
Little, Brown & Co.

"THE CLIMATE of the Rocky Mountains is much misunderstood," says Enos Mills, the distinguished naturalist who lives all the year round in a cabin high up toward the timber line. "The Rockies are not the home of violent storms and continual falls of snow." Writing to his publishers, Doubleday, Page & Co., Mr. Mills says: "You probably will be interested to hear that generally the winters over most of the Rocky Mountains are milder than those of New York and New England. This is especially true of the eastern slope of the Rockies. During the past seventy-eight days we have had sixty-nine clear ones, four slight snowstorms, and an average daily temperature of 34°." Mr. Mills is now in the East. This month he will lecture in Boston, Detroit, and Cleveland. The cover illustration of the present issue is from the jacket design of Mr. Mills' latest book, "Waiting in the Wilderness."

HUGH WALPOLE has apparently contracted the prize-taking habit. Last year he was awarded the Tait Black Prize by the University of Edinburgh for "The Secret City" as the finest novel in 1919. This year he has walked off with the prize again, this time for "The Captives" (Doran).

BEFORE HE finally became actively absorbed in his devotion to Sinn Fein the late Terence MacSwiney, Lord Mayor of Cork, wrote a book on "The Principles of Freedom" in which he set forth the desires, the visions, the ideas and the aims which animate the organization for whose benefit he gave his life. It is published in this country by E. P. Dutton.

WALLACE THOMPSON, author of "The People of Mexico," published recently by Harper & Brothers, has just returned from Mexico City and Tampico, where he went to gather material for a series of articles on the oil industry. Mr. Thompson's knowledge of our neighbor republic is first hand; he has spent more than fifteen years in Mexico as a newspaper correspondent and in the United States Consular Service.

"'ZELL' seems to us enthralling," comments Heywood Broun in the New York *Tribune* in the course of an enthusiastic review of Henry G. Aikman's new novel (Knopf). "'Zell' is a sustained piece of work in which the reader's attention is captured from the beginning," he continues. "The book is a vivid story of every day middle class Americans, showing how the humiliation of his parents' divorce affected a boy's life.

TWENTY YEARS AGO the answer to: "After college or school, what?" for women was almost invariably "teaching or office work." Now a girl has very nearly as wide a choice of occupations as her brother, nor is she considered odd by a critical family if she insists on a career. In 1917 the Intercollegiate Vocational Guidance Association had its inception at Wheaton College. The present membership includes fifty women's colleges and universities. Its purpose is to stimulate interest in vocational guidance and facilitate the exchange of vocational information. In "Careers for Women" (Houghton Mifflin) Catherine Filene, director of the Association, has compiled a guide to the vocations now open to women. Each subject is described by an expert in that particular field.

A FARMER in the Middle West in a recent letter to an eastern publisher presented an exceedingly forceful argument for the enactment of the contemplated legislation designed to help keep up the selling price of farm products. He stated that he wished to buy books for his family, but that a $3.00 book would cost him six bushels of corn, fifty pounds of hides or fifteen pounds of wool. Legislation, however, is not the only help. Probably the true solution is rather in the farmer's increasing the yield of his acres by such methods as those presented in "The Handbook for Practical Farmers" (Appleton). This volume presents the latest and simplest methods of farming for the average agriculturist, by which he may secure the greatest possible return from his labor.

BENNET COPPLESTONE is known to American readers especially for his intimate knowledge of the spirit and traditions of the British Navy and for the several books, both fact and fiction, in which he has embodied his knowledge in very readable English. Among these appeared some three of four years ago a collection of connected short stories, "The Lost Naval Papers," telling of the adventures of certain Englishmen in their efforts to prevent British naval secrets from being discovered by German spies. In one of the liveliest of these episodes a certain Madame Gilbert was an important actor. She reappears in his "Madame Gilbert's Cannibal" (Dutton), as fascinating as ever, keeping a watchful eye upon a half-caste from the Southern Seas, her "Cannibal," who is also the heir to an English peerage.

DOROTHY CANFIELD FISHER WITH HER CHILDREN AT THEIR VERMONT HOME WHICH IS THE CENTER OF ALL THAT CONCERNS THE WELFARE AND PROGRESS OF THE NEIGHBORHOOD

IN THE SPRING of 1919, Dorothy Canfield Fisher returned to the United States with her family, to her home in Arlington, Vermont, the Vermont of which she writes with so much enthusiasm. After recovering from the strain of her war work in France, she began "The Brimming Cup" (Harcourt) reviewed elsewhere.

"HAM CAM," or Hamilton, Ontario, is the birthplace of Hulbert Footner, author of "The Owl Taxi" (Doran). Born in 1879, he has been explorer, farmer, playwright, vaudeville artist, short story writer and novelist. His present home is Sollers, Calvert County, Maryland, where he has a fine old house and a prosperous farm.

HULBERT FOOTNER, AUTHOR OF "THE OWL TAXI"
George H. Doran Co.

A THIRD VOLUME of E. K. Means darky stories (Putnam) speaks for itself. Many of the old characters reappear just as funny, lovable, or onery as ever.

THERE IS A SURPRISE for followers of Eden Phillpotts in his new novel, "The Grey Room" (Macmillan). Here, in fact, is a ghost story as hair-raising as any camp-fire group could want. It has all the elements of a mystery story: a strange room, a series of murders and the suspense of investigation and experiment, leading only to more deaths.

G. K. C.: His Own Greatest Paradox

By Katharine Perry

IF that oft-worked visitor from Mars had been recently in New York, he might justly have asked: "Who is this Chesterton whose photographs squeeze the Sunday supplements, whose lectures crowd the theaters, whose books swamp publishers' windows, whose views enrage rabbis, whose doings busy a phalanx of reporters?" And when one has answered: "He is a stout and stentorian Englishman here on a lecture trip," the reply is so ludicrously inadequate that even the ignorant Martian would laugh.

Is he an historian? If a history of England[1] counts. A poet? If three or four books of imaginative musical and militant verse of high order can make him one. A playwright? Anyone would say so who saw "Magic,"[2] that fantastic comedy of elfin charm in which O. Heggie acted here and in London. A biographer and critic? If books on Blake,[4] Browning,[3] Watts,[4] Dickens[5] and G. Bernard Shaw[1] can aught avail. A novelist? In catalogs, "Man Alive,"[1] "The Ball and the Cross,"[1] "Napoleon of Notting Hill,"[1] "The Flying Inn"[1] and "The Man Who Was Thursday"[6] are listed as novels—of a sort. A short-story writer? Surely a series of detective stories* in the redoubtable *Saturday Evening Post* would settle that. A traveler? Since his journey to Palestine caused "The New Jerusalem"[7] and stirred a racial hornets' nest, perhaps it is well that he stay much in his native London—and, perhaps, we may await a book on America with somewhat uneasy interest. A journalist? If starting with youthful pen on art notes and writing since in almost every possible capacity for almost every prominent English paper, ranks him as such. An essayist? The surest point of all, with nearly a score of volumes on this count—polemic, propagandist, pyrotechnic—whose widely diverse subjects, from Tin-tacks to the Trinity, are but pegs on which to hang the Chestertonian philosophy of life, and in which, as James Douglas says, "he is always violently, frantically, riotously, ferociously, blasphemously himself." A humorist? Ay, that indeed, first, last, and all the time—a truly great humorist, at once broad and subtle, with the *jeu d'espirit* of the salon and the jape of the music hall, with a preposterous exaggeration and homely twinkle not unakin to our native brand. He has cornered the paradox market of the English language and caused the word "Chesterdox" to be used as synonym. Indeed, so incorrigibly and intemperately is he a humorist that he defeats his own end—one cannot see the thought for the wit. As C. Lewis Hinds observes: "Someone should stand at his side as he writes and say, 'Gilbert, be dull for a bit. Paradox should be a *soufflé*, not a joint.'"

An omnivorous reader, a fearfully fecund writer, a born fighter, wielding his pen as rapier or as bludgeon in defence of the lost cause and the under dog, he is, at forty-six, with his great bulk, his unkempt hair and his Gargantuan zest for living, as marked a figure in the world of letters as was Dr. Johnson, to whom it is the fashion to compare him. He is the kind of man, with the journalistic *flair*, about whom stories grow up—like the one of his generous chivalry in offering his seat to three ladies in the crowded bus, and in time he will inevitably become a literary legend.

But let not his eccentric personality or his bewildering brilliance blind any one to the man's real message, for Chesterton has a message, a still small voice struggling to make itself heard thru the crashing concert of his complex clevernesses. He is really a knight-errant of Christianity, an Orlando Furioso against the blight of modern materialism. With blare of trumpets and shrill of fife, with thunder of bass drum and coo of flute, he strives to wake a generation that he thinks a-dying with sleeping sickness of the soul. Ever since the Boer War, when he burst on public notice by punching the head of an imperialist outside Queen's Hall and coruscating his reasons in print, he has been crusading against those evils and abuses which seem to him most damnable: plutocracy, agnosticism, the yellow press, the mistakes of the government, the decay of religion—all this with more zeal than judgment, for he is often as illogical as he is readable. An intense patriot, he dreams of a perfected England, with democracy quaintly combined with the sturdy medieval virtues of King Alfred's time, as described in the splendid and stirring "Ballad of the White Horse."[1]

But like many an idealist, he has no definite program of reconstruction save a return to faith"—seek ye first the kingdom of God and all these things will" somehow "be added unto you." A dissenter with a ritualistic mind, a non-conformist embracing Catholicism, part-prophet, part jester, a mixture of John the Baptist and Yorick, of Savanarola and Falstaff, he is himself his own greatest paradox.

* Innocence of Father Brown. (Lane; Macaulay).
* Wisdom of Father Brown. (Lane; Macaulay).

[1] Lane.
[2] Putnam.
[3] Macmillan.
[4] Dutton.
[5] Dodd, Mead.
[6] Boni & Liveright.
[7] Doran.

A Foretaste of Spring Fiction

Reviewed by Landon Robinson, George DuBois Proctor, Mary Alden Hopkins, and others

GRIGGSBY DOANE AGAIN

In Red and Gold. By Samuel Merwin. Illus. by Cyrus Leroy Baldridge. Bobbs-M. $2

"HILLS of Han," you may remember was one of those novels with two heroes. There was the young journalist who went out to China and fell in love with a missionary's daughter. And there was the missionary himself—a kind of superman of the kind the church attracts to her harvest pioneer outposts.

Griggsby Doane rather ran away with the story in "Hills of Han." He was a heroic and sympathetic figure in the fighting and adventures of the Boxer outbreak, as well as in his own spiritual conflict. One grew as fond of him as his creator evidently is. Now comes a novel which is all about Griggsby Doane.

Samuel Merwin has the trick of luring the reader of analytical fiction into breathless adventure and at the same time pulling the lovers of adventure into a keen interest in motives and mental conflicts. "In Red and Gold" opens on a river steamer in China and these are the characters, thus assured in that limited space of the practical unity of place: an American millionaire; his son, a young man of twenty or so; the captain of the steamer; Griggsby Doane, mate; two all-round and well-known criminals; an adventuress of the cleverer type; a high Manchu official, and his American educated daughter. Take all these diverse types, confine them on a steamer as revolution is brewing and you have the makings of wonderful drama. The steamer catches fire and is burned and beached, after much loss of life by fire and fighting. The old diplomat's life is demanded and his riches confiscated—with particular emphasis upon his collection of jewels and paintings. The action centers from then on about the jewels—a thrilling tale, bound up with the personal fortunes of Doane and the Mandarin's daughter.

ROCKY KANE WOULD REMEMBER THE CROWDED LINE OF CARTS. . . .THE UNRULY MULES. . . .THE YELLOW DUST. . . .AND THE SAD FACE OF MISS HUI FEI DRAWN BACK WITHIN THE SHADOW
FROM "IN RED AND GOLD" BY SAMUEL MERWIN
Bobbs-Merrill Co.

It is hard to write of "In Red and Gold" without taking away some of the pleasure in the development of the plot. It is enough to say that if you liked Griggsby Doane before you will like him still and that you will not be disappointed in the way his life is working out. Perhaps there is some more about him yet to come.

Elisabeth Porter Wychoff.

CABELL, SELF-EXPURGATED

Figures of Earth; a comedy of appearances. By James Branch Cabell. 356 *p. O McBride* $2.50

IT is natural that so strange and whimsical a writer as the author of ill-fated "Jurgen," should beget in the reader strange and whimsical fancies. One of which is to ask himself: if Rabelais and Boccaccio and Chaucer had foreseen the curious prudery of later generations, what sort of expurgated edition of their own works might they not have amused themselves by making? This is precisely the sort of fun that Mr. Cabell has indulged in *passim,* to make the present book safe for a vice-sheltered democracy. The net result is that while the written text is spotless as a shining morning face, an alert mind can read between the lines many pungent little ironies.

Probably the chief reason why Mr. Cabell has such ardent champions and such remorseless foes, is that he not merely refuses to be anything different from himself, but that he could not, if he would, escape from his own insistent personality. In a broad sense there are two types of original genius: at the one extreme is the writer who not merely weaves his own fabric, but creates his own raw materials. Such a writer would achieve his predestined fame if born and reared on a desert island, or an uncharted star in the Milky-Way. At the other extreme is the more sophisticated type of writer who draws his inspiration from all known and accessible tradition; from Homer and Greek tragedy; from The "Arabian Nights," the Provençal Troubadours, the Arthurian cycle and by a subtle alchemy fuses and transmutes them into something that is at once pricelessly new, and yet eternally old. It is too soon, by one or two generations, to venture to pronounce upon Mr. Cabell's claims to enduring worth. But he belongs to the second of the two categories above specified. Books like "Jurgen" and "Figures of Earth," while they imitate none of the great masterpieces of romantic symbolism, are shot thru and thru with reflected gleams, as a prism is shot thru with the eternal rainbow colors. You may not like these books; you may even become exceedingly peevish over them; or, again, they may grip you as nothing in contemporary letters has gripped you for weary years, but in either case, if you are quite honest with yourself, you will confess at least to a vague suspicion that it would not be one of the great surprises that the unread future has in store, if these books should find their niche in posterity's Hall of Fame.

Frederic Taber Cooper.

MR. LAWRENCE COMES UP FOR AIR

The Lost Girl. By D. H. Lawrence. 378 *p. D Seltzer.* $2

TO those who have known and admired the Mr. Lawrence of "Sons and Lovers" and "The Rainbow," his latest novel, "The Lost Girl," will appeal as a matter of surprise, bewilderment, perhaps of diasappointment. For here is a lessening in the familiar tension, a lapse from an intensity of taut nerves and soul. To re-quote the title of the review Mr. Lawrence has come up for air. Wearied of the under currents, he now spreads himself upon the surface and rides delightedly, almost unquestioningly upon the crest of the waves. There are occasional dips into the mysterious deeps; the minutely probing, the uncannily analytical Lawrence returns, but the general drive is ever upward and outward rather than inward to the core.

Briefly, the story is one of a deteriorating middle class English family against the background of a drab, commercial town; and particularly of the girl of that family, one Alvina Houghton, who becomes "lost" in that she forswears caste and respectability. She joins a third class troupe of vaudeville artists, falls in love and has an affair with the Italian member of that troupe, becomes fatigued, disgusted, seeks respectability again, becomes a trained nurse, but in the end returns to her adored Ciccio.

There is knowledge of the theater as intimate as Leonard Merrick's, humor as delicious and more poignant, the romance of reality rather than the illusion of stage land. Here and there are masterpieces of characterization, such as Miss Frost, the spinster friend of Alvina's youth. And in the episodes of Alvina and Ciccio, there is the author's old manner—the self-torture, the "sex crucifixion." Yet for all of its cleverness and its effect of contact with a variety of life (observe, Mr. Lawrence is chatty and breezy and has vindicated his right to the rank of humorist) the book leaves one with a feeling of disappointment in its author. An intensity lessened, a seriousness of purpose seems to have vanished also. Alvina Houghton, altho fairly interesting, does not bear the stamp of inevitability; does not impress the reader as having been created in those great fires of enthusiasm that gave birth to Paul Morel and Ursula Brangwen. Evidently she slipped from her creator's hands without having lain very burningly upon his conscience. One believes, not that Mr. Lawrence is played out, but that he is marking time; that lacking that genuine inspiration, which was the volcanic and flame-like quality of "The Rainbow" and the clear

burning light of "Sons and Lovers," he has contented himself with producing a book that the general public will applaud and buy. Indeed, Mr. Lawrence has written a "popular novel" and one is not surprised to read that three large editions have already been sold in England.

Landon M. Robinson

THE JOKER IN THE PARDON

The Mystery of the Sycamore. By Carolyn Wells. Front. in col. by Frank McKernan. 336 p. Lipp. $2

CAROLYN WELLS' detective stories, of which "The Mystery of the Sycamore" is the latest, differ from the ordinary murder tale in not naming at the start the fated one. She introduces all the characters to us, and gets us thoroly familiar with the setting before placing the bullet, knife or potion in its predestined human body. I will not therefore enlighten you as to which is the fated human in this story. One, I am able to assure you, passes out and in so doing makes a lot of trouble for those left on earth. It is truer in detective stories than anywhere else that those who do not die are the ones to be pitied. The dead one is his own incontrovertible evidence to his innocence of murder. The most he could have done is suicide, and you can't hang for that.

Miss Wells will, perhaps, forgive me if I elucidate the general situation which she unfolds near the beginning of the book. It is allowable, I think, to tell on the first chapter, if one keeps the real mystery secret. Daniel Wheeler, a prominent politician, was convicted of forgery while his friend, Samuel Appleby, was getting the governship. Appleby when governor pardoned Wheeler, with a joker in the pardon. That joker—no, on second thoughts I will not tell even that, nor how Mrs. Wheeler partially circumvented the harrassing condition. You will find the explanation fully set forth in the third chapter. Understanding it, you will probably hold Wheeler justified in anything he did. If he did it. But did he? He, she, they or another were clearly responsible, for no one can deny that it was done. Carolyn Wells probably knew all the time, but I didn't know till I finished the book. Which shows how much cleverer than I am, is Miss Wells. I admit it and present her with my compliments on her book, and here's hoping she has another in manuscript already.

Mary Alden Hopkins.

A REALLY AMERICAN COLLECTION

The Best Short Stories of 1920—And the Yearbook of the American Short Stories. By Edward J. O'Brien. 520 p. D Small, M. $2

MR. O'BRIEN'S invaluable collection has again appeared, and it would seem that his presence overseas had steadied his perspective, for this year's choice of twenty stories is far saner than it has ever been before. After all no one can be expected to agree with any arbitrary selection, but to start thoughtful criticism is the ultimate purpose of any such book, and the public is overwhelmingly indebted to Mr. O'Brien for year after year laboriously collecting the material and relative statistics.

Three stories could well have been omitted and could never have won any popular vote of approval. "The Other Woman" by Sherwood Anderson, to whom the book is dedicated, is of a love affair of peculiar unusualness. There is a strong strain of Americanism running thru this year's choice, a Yankeeism which Mr. O'Brien sees more clearly because of his position across the water. Splendid examples of this are "The Life of Five Points," "The Signal Tower," "The

FROM "THE MYSTERY OF THE SYCAMORE" BY CAROLYN WELLS
J. B. Lippincott Co.

Stick-in-the-Muds.," "Out of Exile" and pre-eminently the pioneer tale of "Turkey Red." "His Job" is not only a masterpiece of technicalities, but preaches a good, straight-from-the shoulder moral. Mr. O'Brien loves his horror stories, so "Butterflies" is included. "The Three Telegrams" is an equisite incident of the war, "Sheener" has splendid human sympathy, and the "Dummy Chucker" has intense drama, while *Harper's Magazine* has contributed two of the most thoro pieces of craftsmanship in the whole book, "The Judgment of Vulcan" and "The Rotter." Edwina Stanton Babcock has departed from her usual photographic work, and James Oppenheim has a harrowing boy struggle.

This is a splendid collection, carefully and wisely chosen, only occasionally falling short of common every day interests and with its various lists of writers, short stories local and foreign, bibliography, etc., it is a book that both writer and reader should possess and mull over.

Marjorie Prentiss Campbell.

FAMILY FETISHES

The House in Dormer Forest. By Mary Webb. 288 *p. D Doran.* $2 *n.*

THE family that lived in "The House in Dormer Forest," introduced to us by Mary Webb, is made up of individuals bound together by the accident of birth. Their souls have not even a speaking acquaintance with each other. All but two are primarily concerned in conforming to herd movements. This reaches its logical result in the old grandmother who "had for so many years been trying to be like other people that she was now like nothing in heaven or earth. . . . She simply echoed her ancestors. If anything occurred without precedent in her tradition, she was flustered and incompetent." The mother, Mrs. Drake, is a combination of frigidity combined with exasperation. She never expresses a direct opinion if she can avoid it and is always tearing cloth in sharp zips. Between these two women exists an enmity as bitter as it is unacknowledged. The father is a combination of the patience of oxen and the ferocious tenacity of a bull dog. The young folks are a sampling of all temperaments and intentions. This family has regular family prayers. They need prayers, but perhaps their variety is the wrong kind, for improvement is not discernable.

The story deals with the desperate endeavor of Amber and Jasper to think for themselves. They do not want to *do* anything different from the run of folks. They only want freedom to think. That, the elders comprehend, is dangerous. Hell waits for those individuals who dare question family convictions, according to Dormer House. Indeed, hell does not even wait. It starts for Jasper and Amber the instant they try to break from the traditions, inherited beliefs, fetishes, customs and habits of the family. Of course they win out or there wouldn't be any story, but it will take them a good long while to get healthy nerves after the experience.

The description of the hall adorned with hoofs, horns, heads, tails, feet, fur and entire mounted animals, and smelling as atrociously after being shut up for the night as the indignant ghosts of the hunted animals could desire, is one of the delightful pictures in the volume. The analysis of characters is keen. One reads with grins of appreciation such bits as the explanation of why grandmother did not kneel. If one is critical, one finds the symbolism woven thruout somewhat cumbersome and the sympathy of the surrounding forest a trifle heavy. But I, for one, can forgive far worse faults in my delight over sharp observation and accurate delineation.

Mary Alden Hopkins.

BECOMING A FORD FAN

Meet 'Em With Shorty McCabe. By Sewell Ford. 303 *p. D Clode* $1.90

FOR about the last five books,—and that's all the Shorty books there have been!, everybody has been convinced that Shorty McCabe was a "reglar fella." Anybody would have to be who had two such different types for his best friends as Swifty Joe Gallagher whom Shorty picked up and preserved, and Pinckney Ogden Bruce who was about "as useless and scatter-brained as an Airedale pup" and seldom if ever out of a Rolls-Royce.

This book is a series of little character sketches of the people Shorty meets thru these two friends, by chance, or in his business in the Physical Culture Studio. They are discriminating descriptions, too. A bit submerged in slang and a bit similar in their types perhaps, yet they stand out in their short chapters with a clarity almost worthy of O. Henry. And, of course, that is a compliment few writers deserve.

Light reading this is to be sure. Humorous, brief, lively, these short sketches reflect a very real section of America's varied population, and one not often portrayed. But I suspect that analysis of Sewell Ford and his style is coaling Newcastle. There are already too many Ford fans to make it necessary.

K. S. O.

SMALL CANVAS ARTISTRY

The Noon-Mark. By Mary S. Watts. 336 *p. O Macm.* $2.50

TO a reader whose habit of mind translates books into terms of painting, this almost flawless bit of American life calls to mind some of those minute, meticulous little Dutch canvases where a carefully shaded candle flame casts a vivid flare over just one central point of interest. This author has not tried to cut a huge ambitious cross-section of American life; but she has given us, in the shifting fortunes of just one humble, middle-class family something very typical and widespread in the present-day development of our social structure.

The method of approach is distinctly new. Frank Stieffel, patient, plodding middle-aged bank clerk, with a small salary and large family, has taken his numerous brood for a Saturday afternoon excursion on a river steamer; and casually meeting a former boyhood friend, rapidly reviews old memories, and sums up the chronicle of his family history. Nettie, the oldest girl, we gather, is about sixteen; we catch a fleet glimpse of her in the gay group on the further side of the boat, just enough of a glimpse to be convinced that Frank's friend is right when he enthusiastically declares that she is a "regular peach." More than that, Nettie has evidently attracted the interest of a worth-while young man moving in an orbit distinctly above her own.

Having deftly caught our interest, the author now shifts back to earlier days, and in a leisurely way, pictures the inside home life of the Stieffel family from the day when patient, plodding Frank married his incompetent, rather lazy, and much too placid Mattie, down thru all the trials and makeshifts, and hard reverses that are the inevitable accompaniment of small incomes and many children.

So well balanced is the whole scheme of this intimate family interior that we are carried well beyond the midway point before realizing that the author has deliberately thrown the full flare of her candle upon Nettie, and that Nettie, without spectacular beauty, without intellectual brilliance, just a steady, faithful, wide-awake, thoroly efficient young person, represents the author's idea of that sturdy Middle-West American type of womanhood that makes the best of wives and mothers. Nettie skirts the verge of serious catastrophe; yet we never for an hour are seriously concerned about her. That level little head of hers is bound to bring her safely thru trials and heartaches, into the safe, smooth waters of lasting happiness and love.

A small canvas, if worth doing at all, is worth doing well. It is seldom, however, that one of such modest dimensions as "The Noon-Mark" is done with such soul-satisfying artistry, and such penetrating and insistent truth.

Frederic Taber Cooper.

FROM "THE NOON-MARK" BY MARY S. WATTS
Macmillan Co.

THE TRIANGLE SANELY TREATED

The Brimming Cup. By Dorothy Canfield. 409 p. *Harcourt, B.* $2 (*Published March* 10)

WHY do they ask for our criticism of a Dorothy Canfield book? Don't they know that we are constitutionally incapable of detecting spots on the sun—if there are any? But here is our biased, prejudiced, and possibly hysterical opinion:

"The Brimming Cup" is something new, both in plot and treatment. It deals, indeed, with the situation which no doubt arose as

soon as the first man or woman came to join Adam and Eve, introducing the perfectly balanced triangle to displace the meaningless straight line, but it resolves the triangle problem by the daring application of honest good sense. Accordingly we have no climatic situation between Marise, Vincent and her husband, Neale. There is no moment when Marise, *boulversée* by the sight of her infant's curl, chooses home and husband against the glitter of the world. This book would make a very poor movie. Oh, very poor!

The story opens in Italy just as Marise and Neale become engaged. Marise knows now the sensation she has sought all her life, "life bursts over them with a roar, a superb flooding tide, on whose strong swelling bosom they feel themselves rising, rising illimitably."

But the Vermont countryside, where we next find lovely, impressionable Marise, absorbed in her home life and her three children, sees the flooding tide somewhat fallen. When her last child goes out of her immediate care to school with the others, a nameless vacancy comes to her. At this crucial moment Vincent comes to live next door. He soon gives her a love quite different from Neale's—more violent, more stirring. And Marise must decide between them—and decide without Neale's help. For, tho he knows that argument, reproach, will hold her, he leaves her free to choose what she in her inmost self desires.

So the story ends not with pages of dramatic scenes but with chapters of Neale's thoughts, Marise's reasonings. And in what goes on inside the minds of Neale and Marise we have something far more tru than emotional scenes, more absorbing, a psychoanalyzing which reconciles our new knowledge with those time-tested emotions to which we cling in spite of our discovery of their humble origin. The rounded presentation of Marise is all the more remarkable as the work of one who, to judge from her other books, must be quite the opposite sort of person.

There are many matters that could be talked about—the child's walk home from school as winter breaks up, the dramatic fall of the big pine, the gathering of the country people to see the night-blooming cereus. So vivid are these chapters that it is quite a shock to realize at the end that not a sentence has been given to descriptions of either people or landscapes. Mrs. Fisher has told the story as it would seem to the people in it, has stepped out of the stage with an unobtrusiveness which many authors, from Meredith down, have sadly lacked. And if, like every one else, she must in the last analysis, give us life as she sees it rather than life as it is, happily she is not one of those who see tomatoes blue.

Doris Webb Webster.

THE FULL FLAVOR OF EARTH

Growth of the Soil. By Knut Hamsun. Trans. by W. W. Worster. 2 v. 600 p. port. D Knopf $5

THIS work, the one for which, in all likelihood, the Nobel prize for literature for 1920 was awarded the author, is based on the theme that all things spring from the soil and is marked by the simple grandeur, the terrible beauty and the all-embracing dignity that are integral parts of that motif. But the reverse of the shield is not slighted and Hamsun, after the fashion of Tolstoi and Maeterlinck, does not hesitate to remind the reader that the children of the soil, the peasants, are of the earth, earthy.

The lives of Isak, the peasant who occupies government land in Norway, of Inger, the woman who settles herself upon him as wife, and of their children are told in straight forward narrative, without the dramatic touch, but with penetration and with literary sincerity.

The keynote of the work may be found near the end of the second volume:

> Look at you folk at Sellanraa. . . . There you are, living in touch with heaven and earth, one with them, one with these wide, deep-rooted things. No need of a sword in your hands, you go thru life, bareheaded, barehanded, in the midst of a great kindliness. . . . Listen to me, Sivert; you be content! . . . 'Tis you that maintain life. Generation to generation, breeding ever anew; and when you die, the new stock goes on. That's the meaning of eternal life.

The extension of the frontier, man's eternal but always victorious struggle with the forces of nature constitute the background for the major part of the action. But, if this be a true picture of peasant life, then such folks, tho created a little lower than the angels, have ranked themselves only a little above dumb beasts. For instance—infanticide runs all thru the book. If there is one passage which is stressed to any marked degree it is the speech of the advanced woman to the jury in behalf of one of the murderous mothers. She holds that, so long as the state makes no provision for the unmarried mother, it should take no official cognizance of the mother who disposes of her child.

But "Growth of the Soil" succeeds particularly well in grafting this bold principle upon a main story which is at once exalted and calm. The result is a book which gives an unusual insight into the eternal conflict between the forces of nature and the same conflict always in progress between the two sides of man's dual nature. Incidentally, the translation by W. W. Worster seems entirely adequate.

George DuBois Proctor.

MIDNIGHT MYSTERY

The Owl Taxi; a mystery detective romance. By Hulbert Footner. 309 *p. D Doran* $1.90

DRIVING owl taxis in New York after dark looks calm enough on the outside as do deserted midnight streets, old Stuyvesant and Washington Square houses, and Riverside Drive apartments. But somehow there's scarcely a word of Gregory Parr's astounding story which you fail to believe, tho he does hold up hearses and rescue an exquisite Spanish-American lady from a brown stone "madhouse" by way of a ladder over the front door at night. And all this is in and about our own New York!

To begin with you like Parr, he's amusing and loyal and human, and you can't help loving Amy Wilmot tho she's nothing if not feminine and despite the tendencies of our times, contends that she doesn't even know what politics is! Perhaps, most of us being a bit medieval at heart, that is why we do like her. And so we are willing to follow Parr in his wild adventures and moving picture moments. He does get her, of course, but I'll not spoil the story. I'll just reassure its prospective readers that there is plenty of real romance.

K. S. O.

SUSPICION CLEVERLY SHIFTED

The Crooked House. By Brandon Fleming. 312 *p. D Clode* $1.75

AWAY with frank studies of mediocrity! A plague upon dull searching of duller souls! A pox upon drab realism! Herewith the perfect thriller springs full-fledged to titillate one's curiosity.

If the average mystery story be the sanctuary of great minds in their moments of relaxation, then "The Crooked House" will undoubtedly furnish hair-raising moments for many, for it is a mystery story of the first rank.

One is plunged into the baleful atmosphere of the crooked house at the very beginning. Christine Manderson, stage beauty, is found in the garden, shortly after, brutally murdered. Victorian Dupont soon establishes a connection in one's mind between her death and those of Collette d'Orsel and Margaret McCall.

Suspicion is cleverly shifted from James Layton, millionaire philanthropist, to George Copplestone, the eccentric and Satanic host at the crooked house; then to Jenny West and then to Phyllis Astley-Roble, society beauty, to one Gluckstein, a shady financier.

But the dénouement is a real surprise, altho perfectly logical. The various clues to the real criminal are so well scattered that not one reader in a thousand will correlate them in advance. The final punch is worthy of the very best mystery fiction. Indeed, so is the whole book.

For it is not only a tale in which the conclusion is impossible of anticipation but it is a well turned story with definite and positive characterizations, sure motivation and complete fidelity to the unities of space and time. Those who enter the portals of the crooked house are starting something they will be unable to leave unfinished. For it's a rattling good story, a mystifier of mystifiers, a thriller of thrillers.

George DuBois Proctor.

ENTANGLING ALLIANCES PERSIST

Jenny Essenden. By Anthony Pryde. 308 *p D McBride* $2

THIS story presents, with a vividness which carries conviction, the picture of a valorous—yet defenceless—man, relentlessly pursued by two females of the species. Thus does he run counter to tradition and incidentally give an impression of susceptibility which approaches weakness. But the circumstances were clearly extenuating, and his impeccable service in the war is apparently to be considered a mitigating factor in subsequent conduct.

He is first captured by Maisiet Archdale who, proof against various eligible admirers, becomes so hopelessly in love with him, that to clinch matters on the spot, she proposes marriage to him. This occurs at an English country house-party—that inevitable and irresistible background, with its subsidiary equipment of dances, gardens and moonlight. Maisie refuses to disclose her motive for her request and Mark is too humble to divine it—therefore it is instantly imbued with an air of mystery. Its conditions merely include the marriage ceremony and a week together at her cottage "at the top of a crack between two chalk downs on the Dorsetshire coast." From motives of naïve chivalry and æsthetic appreciation of feminine beauty, Mark assents, and the formal rites are shortly afterwards performed by a Catholic priest—upon this point he is firm—following which the honeymoon occurs. But the marriage is not consummated because Mark's instinctive religious feeling suddenly prevents him from violating that sacrament. At the end of a week he and Maisie separate. Thus is the moment provided for the entrance of "the other woman," Mrs. Essenden, a fascinating and unscrupulous young widow, who at once proceeds to exercise with no inconsiderable success her well-known powers of seduction. Before them Mark is a submissive, indeed willing, victim, but naturally Maisie reenters the contest, and Mark, his brilliant political career in danger of extinction, is rescued by her just in time.

Ruth F. Eliot.

INVITING CAREFREE CLIMBERS

Jacob's Ladder. By E. Phillips Oppenheim. Front. by F. Vaux Wilson. 303 *p. D Litt., B.* $2

BETWEEN reading Mr. Oppenheim's "Jacob's Ladder" and penning this comment the reviewer chanced upon a heavily censorious criticism of William Archer's engrossing little melodrama, "The Green Gordess." It seemed a pity to stretch this fantasy on the lofty wheel of studied animadversion. The piece was not intended to reform society, nor to illustrate the rules of the *art dramatica.*

So with reference to Mr. Oppenheim's latest offering the reviewer was warned by a timely example against wielding the pen of pedantry at this diverting bit of narrative. The characters, it must be confessed, do the most outlandish things, and the laws of likelihood are passed by with hardly a scant nod of recognition. Crude extortion flourishes in baronial halls; arrant swindles are perpetrated with positively incredible naïveté. Jacob himself, the nice man of the story, causes an old gentleman to commit suicide one afternoon, and in the evening offers a bereaved daughter a loan of money to tide the family over their period of depression. Lord Felixstowe, a sponging young rake, suddenly turns into a sleuth of the first water. In short, you never can tell what's going to happen. But, after all, there's diversion in the unexpected, and, what's more, the rounds of Jacob's ladder make no pretense to rigidity, angularity, or polish. They are just fantastic intervals by which irrepressible Jacob progresses to a cozy understanding with a stunning little charmer. If the piece is later set to catchy music under some such title as "The Ladder of Love" it ought to make another success on Broadway.

Joseph Mosher.

A Man and His Books

By Harry Emerson Fosdick

IT is a great pity that when all of us are reading so much of the time, when, as someone has put it, "Life is a blur of printed paper," there are not more who make it a religious duty to acquaint themselves with the great dynamic literature of the spiritual life.

When one considers how much we do read, how reading creeps in at all the cracks and crannies of our lives, how our ideas are shaped, our views of life suggested by our reading, how the possibilities that lie in books to ruin or exalt man's life are open for a few pennies to all of us, one must agree that few questions are more important to the culture of the spiritual life than the question of a man and his books.

Great books are the finest of all democrats. They come to us all alike on equal terms. If St. Augustine or Wesley or Phillips Brooks were alive, only a few of us could see them and hardly any of us could have private seances with them. But this is not true of their books. Tho we are so poor that we must buy them in paper covers, they will all be there. They will sit down in our plain rooms and talk with us. If at first we do not understand them, they will repeat their message again and again. If we forget their truth, we can come back next evening and they will tell it to us once more.

If kings and queens were waiting to talk with us, if noblemen and princes were holding audience till we should come, how long would we stop to barter gossip with the corner loafers? And yet we do just that when we read the cheap and temporary trash of superficial minds, while all the time the great books of the spirit are waiting for us. "Do you not know," cried Ruskin, "that if you read *this* you cannot read *that?*"

Some people read to get information about their business. They use their books as Pharaoh used his slaves, menial drudges to help build the pyramids of their success. Some people read to keep abreast of the times. It is a hurrying age in which we are kept panting, out of breath, in our endeavor to keep up the pace. Books, like wings on the heels of Mercury, marvelously increase our ability to keep abreast of our swiftly moving time and not to be utterly belated in the rush of movements and events.

Some people read because they are expected to, because a stigma attaches to the man who has not read the famous or the latest books. There are few clubs by the duress of which we are more driven than that appalling question, "Have you read . . . ?" But while such motives as these lie behind the reading of multitudes of people, there are some folk still left who look to books as one of the great sources of enrichment to their spiritual life. Books are the open avenues down which, like kings coming to be crowned, great ideas and inspirations move to the abbey of man's soul. There are some folk still left who would understand perfectly what Fenelon meant when he said:

"If the crowns of all the kingdoms of the Empire were laid down at my feet in exchange for my books and my love of reading, I would spurn them all."

New Books in the Field of Religion

DR. GRENFELL'S saying, "Religion is action, not diction," is Harry Emerson Fosdick's keynote in his "The Meaning of Service" (Association Press), the third of his triology on the meaning of Christianity, of which the first two were "The Meaning of Prayer" and the "Meaning of Faith." Mr. Fosdick, well-known as special preacher, First Presbyterian Church, New York City, and Professor of Practical Theology, Union Theological Seminary, throws down this challenge: "We need a new hatred of uselessness in institutions and persons, and a new baptism of sacrificial and effective service. Unless Christianity can face the tremendous tasks that this new generation presents with an outpouring of self-sacrificing service and good will proportionate to the need, we shall register a lamentable failure instead of the success which we might achieve." The matter is presented in the form of daily readings.

Another book help toward more efficient Christian service is "Training a Staff" (Association Press). It is a survey of the principles and methods which underlie the successful training of a Y. M. C. A. secretarial staff by Paul Super, Secretary for Training, Personnel Bureau, International Committee of Young Men's Christian Association. The chapters present outlines with questions, answers, references and explanations.

"Harnessing the Man-Power of the Church" (Revell) is the apt title of the diagnosis by a layman, F. L. Slaymaker, of the chief reasons why the man power of the church is largely inactive. Mr. Slaymaker gives practical tested plans and methods for enlisting and training men with suggestions for church programs.

Suggestive and inspiring is Margaret Slattery's "The Highway to Leadership" (Pilgrim) in which she keenly analyzes the essentials for leadership in the life of service under such headings as "The Eyes That See," "The Ears That Hear," "The Heart That Feels," "The Mind That Interprets," "The Practice That Prepares," 'The Courage That Faces Fact," "The Patience That Teaches," "The Will That Persists'" and "The Confidence That Dares Dream."

A very important branch of church work is covered by Lucy Stock Chapin in "The Cradle Roll of the Church School" (Pilgrim). She shows how the baby is often the strongest link which binds the home to the church, and discusses the standards of the cradle roll, its organization, equipment, and methods.

Among recent books on the theme of the adaptation of the methods of the church to present conditions is "Pastoral Theology and the Modern World" (Oxford) by Rev. Clement F. Rogers, Professor of Pastoral Theology, Kings College, University of London. In chapters on different phases of pastoral work, he pleads for "an enlarged outlook, efficiency, aims clearly seen and pursued, concentration of purpose to deal with the things that matter most in view of the immense issues at stake."

What is involved in these days of reconstruction, in being a Christian, in being a church member, and in being a Baptist, is discussed by Dr. James S. Kirtley in "You and Your Church" (Judson Press). Dr. Kirtley writes especially for young people and points out to them the important contribution that Baptists have made to the progress of Christianity and the development and application of democratic ideals. The book is suitable for a text for classes in the study of the essentials of religion.

Unique among devotional books is the Edith Cavell edition of Thomas à Kempis' "Of the Imitation of Christ" (Oxford). It is a facsimile of the *World's Classics* book owned by Edith Cavell and used by her in her last hours. It shows the markings that she had made from time to time against special passages and contains an autograph inscription ending, "Died at 7 a. m. on Oct. 12th, 1915." Bishop Herbert E. Ryle, Dean of Westminster, gives Miss Cavell's history in the foreword. The attractive and suitable binding of this pocket edition will recommend it to all admirers of "The Imitation."

Prominent among books which reveal messages for the times in the Scriptures is "The Social Message of the Book of Revelation" (Womans Press) by Raymond Calkins. The author believes that it is now that the Book of Revelation needs to be read. "It is full of help," he says, "for all who are wrestling with the problem of evil in any form. It is a book to be used not only for the light which it throws upon the future life, but for the streams of light which it throws upon the life which now is. It is not primarily the vision of another world; it is rather a trumpet-call for courageous living in the present world." P. Whitwell Wilson also clears up difficult passages in what has been called the most difficult book of the Bible in "The Vision We Forget," a layman's reading of the Book of Revelation, a forthcoming Revell publication.

The Message of the Lord's Prayer" (Judson Press) is a re-statement of the model

prayer by Fannie Casseday Duncan. Dr. T. P. Stafford, Professor of Christian Doctrines and Evidences, Kansas City Theological Seminary, states and interprets the Biblical teaching in regard to the Holy Spirit in his "A Study of the Holy Spirit" (Judson Press). It is a book for the Bible student, presented not as a substitute for personal study but as a stimulus to it. Dr. Percy Dearmer has brought together under the title of "The Power of the Spirit" (Oxford) the Page lectures which he delivered at Berkeley Divinity School, Middletown, Conn., dealing with the powers of the spirit as illustrated in military virtue, in gifts of the spirit, in their talents and in their fruits. Edward Leigh Pell's forthcoming book, "What Did Jesus Really Teach about Prayer" (Revell), is an inquiry into the question of how the Christian of to-day should use prayer with emphasis of the fact that Christ is the pattern for all. "The Untried Door" (Womans Press) is an attempt to find the solution of to-day's problems thru studying the mind of Jesus. Richard Roberts, the author, has not rehearsed in detail the conditions of life in the society into which Jesus was born, but has studied His attitude to the questions of that day which are also questions of everyday.

A new life of Christ appears from the Abingdon Press in Frederick C. Grant's "The Life and Times of Jesus," a recent addition to the *Abingdon Religious Education Texts.* It is a concisely written text with study topics at the end of the chapters. It is illustrated with maps, diagrams and photographs.

A biography of religious interest is "The Life Story of C. I. Scofield" (Oxford) by Charles Gallaudet Trumbull. Rec. C. I. Scofield is the editor-in-chief of the Scofield Reference Bible. He has been a soldier, a lawyer and a preacher.

The question of the future life is the subject of two recent books: "The Future Life: Facts and Fancies" by F. B. Stockdale (Abingdon), and "Do the Dead Still Live?" by David Heagle (Judson Press). The former deals with the question critically and constructively. It dwells specially on the fallacy of Ouija boards and mediums. "Doctor Heagle," says Bishop Samuel Fallows in his introduction to the latter, "has undertaken to present the entire argument in favor of human immortality as such argument can be drawn from all possible sources; that is, from science, philosophy, and religion. Among the special topics are the various notions sometimes taken of the idea of immortality: whether a person is to live again only as an influence upon coming generations, as a kind of repetition of himself in his offspring, or as a real living individual. . . . It is especially in the fields of science that Doctor Heagle finds most of the facts upon which he builds."

A modern cult with a wide following is dealt with in a plain but kindly way by James H. Snowden, Professor of Systematic Theology, Western Theological Seminary, in "The Truth about Christian Science" (Westminster Press). His book goes into the origin, history, the present conditions and the prospects of Christian Science. It is based upon a thoro study of the literature of the subject and every important statement relating to the founder and faith of Christian Science is supported by quotations from her writings. Thruout the book the author has allowed Mrs. Eddy to speak for herself. One of the distinctive features of the book is that it tries to bring out the truth in Christian Science and recover it to its proper use in Christian faith and life. The treatment is constructive, not simply destructive.

There are several books which deal with missions among recent publications. "Laborers Together" (Revell) by Margaret M. Lackey is a study of Southern Baptist missions in China, especially adapted for reading courses and personal study. Edward Norman Harris' "A Star in the East" (Revell) is an account of American Baptist missions to the Karens of Burma. J. R. Saunders, Graves Theological Seminary, Canton, China, gives the results of his own experience and that of others in regard to the problems of the foreign field in "Men and Methods That Win in the Foreign Field," forthcoming from Revell. "Friday's Footprints" (Judson Press) by Margaret T. Applegarth contains thirty-nine missionary stories suitable for reading or telling to boys and girls. Other recent or forthcoming publications dealing with religious topics include two on the history of religions: "The Religions of Mankind" (Abingdon), a book on comparative religion, by Edmund D. Soper and "Tutors Unto Christ" (Oxford), an introduction to the study of religions by Alfred E. Garvice. The latter explains clearly what is the essence of religion in each of the principal faiths of the world, what religion is and how it has developed thru the ages. "Training the Devotional Life" (Pilgrim Press) by Luther Allan Weigle and Henry Hallam Tweedy deals with worship, its meaning and form in the church, and the home. Two gift booklets from the Presbyterian Board are "My First Communion" by Hugh T. Kerr, with teachings selected for first communicants and "In Memoriam," a collection of poems of consolation. The "Beginner's Book in Religion" (Abingdon) deals attractively with early religious education.

Non-Fiction of the Hour

Reviewed by Margaret Haskett Anderson, Mary Katharine Reely, Joseph Mosher, and others

AT THE END OF THE LONG TRAIL FROM OUTER MONGOLIA FROM "ACROSS MONGOLIAN PLAINS" BY ROY CHAPMAN ANDREWS
D. Appleton & Co.

CHASING THE ANTELOPE

Across Mongolian Plains. By Roy Chapman Andrews. 50 *illus. Appleton D* $5

ROY CHAPMAN ANDREWS hunted antelope from a motor car. He found it great sport but he couldn't be quite easy in his mind about it. In the first place automobiles in Mongolia were an anacronism that troubled him. He accepted their comfort and convenience with half-shamed gratitude, but his fancy kept turning to camel caravans and mule trains as more in keeping with the scene. And when it came to shooting antelope, exciting as he found it, there must always have been in the background the feeling that it wasn't quite sporting, for much later, after an equally thrilling chase on horseback, he confesses, "Hunting from a motor car is undeniably exciting at first, but a real sportsman can never care for it very long." However, it was from his motor car hunting that he gathered some valuable and amazing data on the speed of the antelope. A car with speedometer registered at forty miles an hour would have been no match for a herd but for their instinctive habit of traveling in a semi-circle, and Mr. Andrews is willing to credit them with fifty-five and sixty miles an hour.

The book recounts a series of incidents during a prolonged stay in Mongolia. It is not the consecutive narrative of one expedition. It shows Mongolia as a varied country of desert, forest and open plain, with rich agricultural possibilities. In addition to hunting experiences and notes on animal life, the book gives fascinating glimpses of the Mongols, a strange people, a curious blend of the sophistication of an ancient people with the naïveté of the younger primitive races.

The book is filled with the delight of strange places and a man's joy in his work. And best of all about it is the realization that this happiness can be shared by many of us, not only in the pages of a book, but in the actual fruits of the author's labors. For he was no mere wanton hunter for sport's sake, but a collector for the American Museum of Natural History and his antelope, marmots, wapiti, roebuck and bighorn sheep will eventually be placed in the new Hall of Asiatic Life where it is to be hoped all New Yorkers and visitors to New York will see them. He

also took motion pictures which should be widely shown and advertised.

The book has a heroine, Yvette Borup Andrews, her husband's "best assistant" and photographer, and like many another book of very different type, it takes on new life and interest whenever she is on the scene.

Mary Katharine Reely.

VISCOUNT BRYCE AGAIN

Modern Democracies. By James Bryce. 2 v. O Macm. $12

BEGINNING with 1914 and continuing in an unbroken stream to the present year, a gush of political thinking and writing has burdened the presses of two continents with new theories and suggestions concerning the problems of government. Many useful and incisive things have been said, but no work has been produced by this younger school which will compare with Bryce's "Modern Democracies" in scope or importance. Bryce has neither the latest point of view nor the latest technical jargon at his pen's end; Walter Lippmann is more readable and Professor Veblen is more thoroly original, but neither has pretended to the careful research or the unbiased method which dignify this latest effort of the author of the world-famous "American Commonwealth." As that summary has never been surpassed, "Modern Democracies" is very likely not to be approached for at least a decade.

It must be admitted, however, that Viscount Bryce is of the elder generation, and that many of the more acute of modern problems escape him because he is unable to adjust his spectacles to them. These two penetrating and thoughtful volumes deal with the world as it was before the war disturbed it. The war, in the view of a critic of conditions who has observed at first hand over a long period of time, shrinks perhaps unduly in importance. It seems unreal, and the tendency is to return to pre-war conditions to find the norm. But if the norm of pre-war conditions is never to be found again, as appears probable, at least for our generation, many of the discussions are a trifle beside the point. Moreover, there is a noticeable tendency to call a spade by a longer name, after the Victorian fashion, and nothing is more insisted on in this era than that every idea shall be pinned to the wall with a phrase thrust thru its very vitals.

These are minor carpings. We cannot be too grateful for the unusual intellect that is not deceived by phrases, but insists on finding out what lies beneath them. All Bryce's work has been aimed at the sort of cynicism he quotes from a novel of Disraeli's: "Few ideas are correct ones, and what are correct no one can ascertain; but with Words we govern men." Viscount Bryce has gone personally into every democracy he discusses, has turned over the shibboleths and bills of rights to discover the life that went on under their specious periods, has pointed out to us not what each nation thinks of itself but what it looks like to the impartial and skeptical eye. He is the "chiel among us takin' notes," and tho what he says is often bitter medicine it will be found good for what ails us.

Margaret Haskett Anderson.

SHORT SPRINTS OF GENIUS

The Uses of Diversity. By Gilbert K. Chesterton. 289 p. Dodd, M. $2

IF one might hazard an opinion as to the literary form in which this protean writer excels, one might justly predicate the essay, particularly such not long enough to allow him to become tangled in his own complicated cleverness. One recalls the college doggerel of track athletics:

"He can run like the devil, when the road is level,
For about one hundred yards."

And altho Mr. Chesterton has proved himself abundantly capable of the long distance, endurance, relay and obstacle races, as well as pole-vaulting, putting the shot and the running high jump (all these *mentally,* one need hardly add), it is in the short sprint that he wins just and easy laurels. To change the metaphor, as he himself, is always dizzyingly doing, "The Uses of Diversity" is a kaleidoscope, a crazy-quilt, an olla-podrida, that he has made of his weekly page, "Our Notebook," in the *Illustrated London News,* where he succeeded his friend and sympathizer, Hilaire Belloc, and where he roams at will and unrestrained among books, men and questions of the hour. As the *Athenaeum* said in a recent issue, this arbitrary page limit rather cramps his style, but, metes and bounds have their advantages in some cases. His titles, however, know no restriction—they run the gamut of variety, and to make diversity doubly diverse, they often have little to do with the subject nominally under discussion. Thus "Taffy," starting as a dissertation on Welchmen, is mainly devoted to Irish traits, while "More Thoughts on Christmas" takes up the illogic of what he calls "Peter Pantheism." Even when he sticks to his caption, it is in startling fashion, for the only thing to expect of Chesterton is the unexpected. And in his critiques of his old favorites, Tennyson, Meredith and Dickens, he gives to a long-time affection the thrill of a new enthusiasm.

On the whole, this collection shows our famous British visitor in his most genial and witty mood and even when mentioning his

manifold aversions, he roars as gently as any suckling dove.

Katharine Perry.

THE AMERICAN-JAPANESE SITUATION

Must We Fight Japan? By Walter B. Pitkin. 536 *p. D Cent.* $2.50

"MUST we fight Japan?" is the question which Mr. Walter B. Pitkin considers in his recently published discussion of the whole Eastern-Western situation. Altho no positive answer could be expected, the writer has presented in a sane, impartial, and scholarly manner those factors which are leading toward war and those which are tending to keep the peace.

The book performs an important service in clearing away many false impressions derived in both countries from jingoistic articles, lurid films, and ill-founded assertions from public platforms. Careful investigations of authentic reports and personal conferences with well-informed people are in constant evidence.

The Japanese incentives to make war upon the United States are strong. The little empire is already terribly over-crowded and her population is rapidly increasing. America is curbing her expansion. Japan is ruled by a militaristic, autocratic group who feel, as did the leaders of Germany, that their continuation in power necessitates action. Again, the United States is looked upon as a dangerous rival for the control of the Pacific. Furthermore, the discriminating attitude against the Japanese in California has aroused an intense bitterness. Opposed to these elements are the facts that an offensive war against the United States would be a tremendously difficult and expensive undertaking. Also the Empire depends largely upon us for such vital raw materials as cotton, coal and iron. She sells to us the bulk of her manufactured silk and textiles. Furthermore, Japan is now in a bad industrial and financial condition. Owing to the conflicting factors suggested, we are in a state of temporary deadlock.

The majority of people feel at the present time that a great war is unthinkable. But men and nations will quickly forget the horrors of the recent conflict, and positive and well-considered steps must be taken if we are to avert the conflict to which a drifting policy will lead. Mr. Pitkin, therefore, presents the broad outlines of a constructive program which will relieve the racial, social, commercial, and industrial stresses now tending to make our inter-relations extremely delicate.

Joseph Mosher.

GIPSY HEARTS IN AUTOMOBILES

The Motor Camping Book. By Elon Jessup. 216 *p. illus. maps. O Put.* $3.50

IT is not necessary to be uncomfortable when you go camping, we are assured by Elon Jessup in his "Motor Camping Book." This is good news to those of us who are torn between what he designates as "the gypsy call of nomadic ancestors" on the one hand, and on the other the sedentary habits of cushions and mattresses acquired since our wandering forefathers built log cabins. Indeed the chapter entitled "The Night's Sleep" makes one drowsy even in the reading with its suggestions of fresh air, balsam fragrance, *plus* the shelter, beds, and bedding which can so easily be transported in a motor car—if you only know how.

The house-keeping side of motor camping, taken up in the chapters on "Water Containers," "The Cooking Kit," "The Cooking Fire" and "Food Boxes," is presented in an alluring fashion which tempts any housewife to move right into the car and ho, for the woods away! Who would not love to get meals on the adorable stoves pictured in the cuts, transport food in an icebox on the running board, and stir savory messes in the kits that fit so neatly together?

The motor car has the snail beat in house-carrying methods as well as in speed. He carries his house on his back all the time. The car is smarter; it carries its house on the running board or strapped to the back, compactly folded, but ready to spread sheltering wings at night. You can have any variety of tent, from a "pup" tent to one that will take in the automobile as well as the campers. Or you may convert the auto into a sleeping car at night, with quite as much room as a Pullman berth contains. *Or*, if you want to live like a king in a palace on wheels, just hitch a camping trailer on behind. This is the de luxe manner of camping. When you get back home you will probably set the trailer in the back yard and live in it forever more, for no house I ever saw comes up to its reputed luxury. The chapter on "Camp Furnishings," with its many cuts, suggests that a fully equipped camping motor car would be obliged to lash a part of the furniture to the rigging as the *Mayflower* is reported to have done to furnish heirlooms.

Was it wise of Mr. Jessup to include the chapter on "Getting Out of Trouble," about mudholes and pull-outs and tow-lines? The information is necessary, but it suggests that the motorists' fairyland has realities. I skip hastily to the chapter on "Motor Camping Trails" and plan trips enough to keep a car busy three summers at least.

Janet Barret.

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The Month's New Books

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Fiction

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THE RIDDLE OF THE MYSTERIOUS LIGHT. By Thomas W. Hanshew. Front. by Walter de Maris. 323 p. D *Dou., P.* $1.60
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The Printing Situation

THE development of healthier conditions in publishing is undoubtedly being greatly retarded by the feeling on all sides that the present wage scale in the printing industry is impossible to maintain. Wages went steadily up as the cost of living went up, and now that these costs have rapidly fallen there has been no reopening of the subject. Publishers have hundreds of books that are out of print, because they cannot be put thru the presses at any price that would insure a sale, and they feel that with costs adjusting themselves in every other quarter the cost of printing, which is so largely dependent on wages, must find readjustment before full headway can be made.

In some fields, such as electrotyping, there has been the feeling that the shop itself was taking too large a margin, but in the printing field wages must go down before better prices can be had, and until better prices are had scores of undertakings will be held up. Many shops in New York are now running with fewer employees than usual, and one or two of the large book producing shops have had to shut down for longer or shorter terms. The Employing Printers' Association has voted to take the matter up, and some concerted effort should be made by the publishers to bring to the attention of the Unions the effect that these scales are having in holding back the readjustment of business.

The need of readjustment is particularly important in the less skilled help. A pressman who spends a long apprenticeship before becoming a skilled operator is now getting but a fraction more than the feeder whose work can not be compared with the other in the demands it makes. Some unskilled labor is getting three times what it was three years ago, bringing it to a level that has no justification in consideration of the preparation that is needed to learn the trade.

The award of the printing increase in December was entirely out of keeping with the obvious conditions in all industries, and, unless the employees wish to see very long periods of idleness among many of their fellow craftsmen, they should certainly be open to argument on the question of the wage scale.

Book Manufacturing Costs

THE costs of book manufacturing have so far not receded any from the levels of last fall, except for slight recessions in paper, due to the lessening demand. These recessions have brought the price down to about where paper was a year ago.

The publishers, thru their Association, have been making very careful investigation into the problem of decreasing costs in all of the various fields that touch book prices. The cost of photo engraved plates has been as large an item of increase as any, a cost that has been, of course, even more keenly felt by the magazines than by book publishers. Wage scales in these shops have risen as high as sixty to seventy-five dollars a week, due to the demand and the scarcity of labor. As the demand is now greatly lessened, both periodical publishers and book publishers are insistent on lower levels of cost, and there have been reports that some of the shops are lowering prices in the form of special discounts.

The level of printers' wages is to be opened up by the Employing Printers' Association of New York, according to the agreements with five of the Unions which specify that the wage agreement can be reopened every six months, if there has been a change of at least five per cent in the cost of living. There will undoubtedly be shown a very much greater change than this between October 1st and April 1st. This agreement to open scales every six months is not in the contracts with the Typographic Union Number Six, the most important Union touching book costs, nor with the mailers, nor the women in the binderies; but, in so much as Big Six opened up the wage scale during the war stress, in spite of the dates of agreement, the reverse ought to be acceptable to them now.

A decrease in hours from forty-eight to forty-four on May 1st is expected in New York, altho many shops and employers are protesting against the carrying out of this plan as the consumers of printing are in no condition to carry an increase such as a ten per

cent change in hours would mean. One big Chicago plant has changed its hours from forty-eight to fifty.

Better Business Standards

THE recent convention of the Better Business Section of the Advertising Clubs of America brought to public attention the progressive work that this association has carried forward in organizing public opinion in favor of more accurately worded advertising.

The field of book publishing has not recently reëxamined itself on its professional ethics, but it is not a bad habit for a trade to look over its trade customs occasionally and make improvements. For as many years as publishers can remember there has been continual discussion as to the proper use of the word "edition." In reality the word would seem to mean a revision or resetting of a book. In practical trade advertising it has often come to mean a reprinting of the book, and the announcement of the fifteenth edition of a novel certainly does not imply fifteen revisions.

Many times the word "printing" is used in place of edition, and it seems as tho this was the more accurate description of what it means to send a book back to the presses again. It is always practical to state the exact number of thousands that have been sold, but an accurate statement on the back of the title page of the number of times the book has actually been back on the presses for another run would seem to be better than an indefinite statement of new "editions."

As to the wording of publishers' advertisements and the extravagant claims some put forward, criticism of such statements is often beside the point, as no two people would agree as to what book was "a notable new novel" or " a history of the first importance." Publishers usually learn, just as other business men learn, that too extravagant praise defeats its own end, and even extravagant praise that can be put in quotation marks is not effective unless it can really be expected to convince the reader.

The Blazed Trail

When doubtful what to read it helps
To watch for William Lyon Phelps.
Blazoned along the fictive trail,
Blue blazes eloquent of Yale.

—KEITH PRESTON in the Chicago *Daily News*.

Booksellers Elect Officers

THE Philadelphia Booksellers' Association, at its January meeting held at the Franklin Inn Club, elected the following officers for the year 1921:

President—Charles Sessler.
Vice-President—Peter Reilly.
Secretary—Rudolph G. Kornbau.
Treasurer—Wm. M. Bains.

Three directors were elected for a term of three years as follows: Ellis W. Bacon, J. B. Lippincott Company; Walter Cox, Wanamaker's; P. W. Warner, Leary's Bookstore.

George W. Jacobs was elected to fill the unexpired term of H. B. Meyer, formerly of the American Baptist Publication Society.

Books of the Month

Best Sellers Last Month

Compiled and arranged in the order of their popularity from exclusive reports of leading booksellers in every section of the country.

FICTION

The Mysterious Rider, by Zane Grey. *Harper.*

Main Street by Sinclair Lewis. *Harcourt.*

The Age of Innocence, by Edith Wharton. *Appleton.*

The Valley of Silent Men, by James Oliver Curwood. *Cosmopolitan.*

A Poor Wise Man, by Mary Roberts Rinehart. *Doran.*

The Top of the World, by Ethel Dell. *Putnam.*

Potterism, by Rose Macaulay. *Boni.*

The Trumpeter Swan, by Temple Bailey. *Penn.*

No Defence, by Gilbert Parker. *Lippincott.*

The Captives, by Hugh Walpole. *Doran.*

GENERAL

Autobiography of Margot Asquith, by Margot Asquith. *Doran.*

An Outline of History, by H. G. Wells. *Macmillan.*

White Shadows in the South Seas, by Frederick O'Brien. *Century.*

Now It Can Be Told, by Philip Gibbs. *Harper.*

Roaming Through the West Indies, by Harry Franck. *Century.*

The Americanization of Edward Bok, by Edward Bok. *Scribner.*

Pipefuls, by Christopher Morley. *Doran.*

A Straight Deal or An Ancient Grudge, by Owen Wister. *Macmillan.*

The Story of Opal, by Opal Whiteley. *Atlantic.*

Theodore Roosevelt and His Time, by Joseph Bucklin Bishop. *Scribner.*

Prize Article in the Publishers' Weekly Competition

How to Stock the Bookstore

By Hester R. Hoffman

[This article has been awarded the $25 prize offered by the PUBLISHERS' WEEKLY to assistants in bookstores. Miss Hoffman is an assistant in the Hampshire Bookshop in Northampton, Mass.]

HOW would I stock my bookstore? Would I choose to stock a large shop or a small one, in a large city or in a small town? Would my own favorites only have to be dusted for years, deter a proper turn-over and finally find an ignominious end on the bargain table?

My shop! I choose it to be rather a small shop (where I should never have to order twenty-five copies of William James' "Letters" as the first stock); I choose to place it in a medium-sized college town (where books and bookish tastes have had some encouragement to develop—I am not a pioneer); I choose that it shall be comfortable with willow chairs, low shelves and many tables and secluded nooks where the books may be perused at ease (in such a shop I am an assistant now, and such a shop is fun to stock).

In imagination, I now begin to fill those vacant shelves; the sections are already labelled—over there is the Poets' Corner and here the Drama shelves; my capital is sufficient to give a representative stock to each department, "something old, something new."

Knowledge Required

In the beginning we will grant that I have some knowledge and conception of standard works. No one should stock a bookstore if he has not from earliest infancy lived his life in and among books. Books cannot be bought like other merchandise. They must be read. They must be understood. Education and libraries do their part in the firm establishment of one's earliest ideas of the standards. In later days a catalog like the one from Oxford Press becomes an endless treasure cavern where the standards on subjects that one knows nothing about are constantly being unearthed, their ancient mold only enhancing their golden worth.

The keeping of standard books should be included in the policy of the bookstore, unless, indeed, the shop has labelled itself definitely, "New Poetry" or "New Thought." The public, at least some part of the public, wants to be able to get certain standards easily, and this desire the stock of the shop should try to meet. The shop's duty and usefulness to its community should be one of its first principles; and the second, familiarity with the standard books and the keeping of a well-chosen, representative stock of them. Denham's couplet is a good guide in the choice of this stock,

"Books should to one of these four ends conduce,
For wisdom, piety, delight, or use."

The selection of editions for the older books is fascinating to the buyer who is eager to have the best, some of the more expensive editions as well as the cheaper volumes for the careless student forced to read or the enthusiastic book-lover who is perhaps educating himself. A few full sets, like the Nelson quarter-morocco "Eliot," a few remainder sets,—but in general my stock of standards will be those sets that may be acquired volume by volume, in limp leather for charm and temporary usefulness, in substantial cloth for permanent library use.

The Classics

Many book-lovers know the joys of watching a set of Kipling expand to fill a long book-shelf, having had a modest beginning in one small corner. "Everyman," "Nelson," the "World's Classics" contain many of the necessary titles. Delving among the stocks of the public libraries may reveal some interesting editions, but alas, many of them are now out of print, especially the English ones. In the search for suitable editions (and the standards should be represented by several), I should look forward with great interest to a copy of "Vanity Fair" ordered for the sole purpose of seeing and handling it, of deciding whether Thackeray is fittingly represented or whether, tho cheap, its print is good and it would meet the needs of that young Norwegian line-man.

Some of my classics must be hand-bound "Zaehnsdorf," beautiful to look upon, their leather covers to be opened with reverence, their pages to be turned with care. Here is Keats in blue levant, hand-bound, exquisitely printed. Some poetry lover will dream of that and finally own it. Then, too, some of the standards especially in the children's department, must be depicted by the best illustrators, Parrish, Rackham, Dulac and the moderns, as well as by Tenniel, Greenaway, Cruickshank and the others. A few Moshers, the Oxford collections, the Cambridge poets, and just one or two old rare books,—my stock of standards begins to look representative. But I shall always examine the stocks in other stores still watching for some different edition, which was not adequately described in a publisher's list or has escaped notice entirely.

This part of the book stock is slow-moving, but should nevertheless be watched with care. The scorn of the customer who finds the store without a single edition of "The House of the Seven Gables"! And if some youngster feels

suddenly inspired to read "Nicholas Nickleby," in this age that is forgetting Dickens, my bookstore must not lack a reasonably-priced copy that doesn't look like a school book. I should watch the publishers' lists and the PUBLISHERS' WEEKLY for any new standard editions that may come out, hoping, too, that some of the old editions may be reprinted—if paper ever comes down, if printers are ever satisfied with their wages. Special orders may be a source of discovery of unknown standard editions, of some unrenowned or temporarily forgotten authority. I rush to the "Cumulative Index," thence to the "Trade List Annual." Why did I forget "The Origin of Species"? A lecture, a play, a movie may create a demand for some little-known or even well-known standard book that has for some reason or another not found a place on the shelves. Hugh Walpole proclaims "Wuthering Heights" as the first English novel that unites realism and idealism, as well as a favorite book of his own. Immediately thereafter the stock, consisting of one copy each in *Everyman* and *Nelson* is exhausted, and I telegraph for more. A Brontë as best seller!

Abreast of the Times

The standards are the background. They must and shall have their habitation in my shop. They are comforting, reassuring, necessarily the darker setting, those heavier pieces of furniture, sure of their solidity and worth, only waiting to be useful, ever ready to disclose a secret panel or some hidden beauty to the curious questing reader.

Again I scan my shelves. They begin to look bookish but not modern. Were all authors dead before the beginning of the twentieth century? I hastily fill in the gaps between the glorious Victorians and the most modern moderns with authors who have proved their worth within our memory. Here in the standard fiction shelves in the space that is left by Austen and the Brontës, Dickens, Thackeray, Scott and the others, I hastily find room for Meredith and Hardy, Kipling, Conrad, O. Henry and Mark Twain. And here at the end of the alphabet is a nook for Oscar Wilde. Will the rest of that illustrious company admit him?

The classics are the classics. They occupy their place by their proven right. They lend an atmosphere of bookishness, of dignity, they should be well-beloved; but the modern shop (not the second-hand bookstore, which can be oppressively dusty or delightfully, mustily dusty with old books)—the modern shop, dealing in new books must keep pace with the times. It is the choice of the new publications that gives a shop its personality. The classics have already been chosen for me. "What a sense of security in an old book which time has criticized for us!" What are the chances that I am now choosing a future classic? Will "Chimney-Pot Papers" be included in some future English essay course with "The Essays of Elia" and "The Confessions of an Opium-Eater"?

In buying new publications I should follow these principles: my choice would show to the best of my poor ability the desire to keep up with the public's newest interest; I should try to influence my customers to buy better books, but would keep among the fiction a few so-called "wholesome" stories for those who demand that sort of thing; my selection should be governed by the community and its interests. If a best seller insists upon being a best seller, tho to my taste worthless, far be it from me to discourage its sale. If it is worthless I may give an opinion if asked for it. The final principle—being familiar with the new publications and being at all times willing and interested to make inquiries for questioning customers. The stock exists to be sold, the right thing must be there to sell, our public must be amused as well as instructed.

Granted that such principles are good, the choice is not easy. Oh, for the safety of the already-chosen standards, but oh, the excitement of the undiscovered, the unexplored new! The PUBLISHERS' WEEKLY I read diligently. It announces forth-coming books of interest, it reviews them, it advertises them, it announces their progress. When their titles cease to appear there, I know that they have passed, that others have taken their place. If I am to make an intelligent choice I must read the reviews and book notices in the *Times*, the New York *Evening Post*, the *Bookman* and in any local papers, whether the account is or is not of value as criticism. What a pleasure to produce for an inquiring customer on Monday morning a book reviewed in the Sunday *Times!*

The salesmen, the publishers' lists keep us in contact with the new books, but it is only by constant watching of the public interest, by the personal reading and handling of books that the choice can be made: reading some books entirely, scanning others, reading the table of contents, the description on the wrapper, the publishers' notices. Personally I refuse to skip, I want to read what I think that I will like, and enjoy it. The *Book Review Digest* and other channels of that kind have to furnish the rest. It is curious how this customer, a middle-aged woman, always wants to know which of the new novels on the front table you, personally, have read, and how she demands on your oath and bond that the man to whom she will give the book for an ocean voyage will be sure to enjoy it. But this is selling, not buying.

New Books

If the stock of standard works must be watched more or less carefully, the stock of new publications should be checked every day. Perhaps my first order for "Potterism" and "Main Street" was conservative. That first lot vanished a few hours after its arrival, the notices and reviews have been good and are growing better, there is the advantage of an extra discount in ordering twenty-five copies. I am sure that I could sell twenty-five copies of "Potterism" myself. I should order care-

fully on those items that sell slowly and re-order sparingly on those that are growing older.

There are always new books, perhaps not better than the old, but new. Moving from the front tables and counters, as a book ages it should find its place in the shelves of a more or less permanent stock or lacking worth or present interest, be sold quickly at a mark-down. There are certain books that shall sit snugly on my shelves—"Jungle Peace," "Far Away and Long Ago," "The Amenities of Book Collecting," "Pebbles on the Shore," "Old Junk"—there are more on my list. I like to think of keeping Christopher Morley in his rightful place in the middle of the essay section. He is a friend to the bookseller, a tempter to the book-buyer. I want to read and keep all the books that he writes about, all the books that he writes.

I want to keep Lincoln and Roosevelt as bulwarks of Americanism in the biography section. I must have some of the good older novels like "The Old Wives' Tale," "Tono-Bungay," "The Man of Property," "Lord Jim." I must have Barrie for the whimsical, Shaw for the cynical, Algernon Blackwood and Ambrose Bierce for the lovers of ghostly thrills! These shall welcome the foreign novelists, Couperus, Lagerlöf, Bojer, Dostoevsky and the other great Russians. I'll give the new poets a fair chance too, and the younger dramatists and novelists.

Ordering of new books means watching the country, its present interest, whether it be the war, psychic research, labor unrest, business conditions, foreign relations. The bookstore must have the books on the subject. Who would now be without Margot Asquith or Wells "Outline of History"? Ordering of new books means watching the community, the town, its activities, its lectures, its plays. The publishers are often glad to send the books of a famous man on consignment when he is to speak.

What book is that interesting person asking for? Something not in stock but to be ordered. Will he create a demand for it? Suppose we order an extra copy and find out what it is. What is being read in New York, in other sections of the country? What would and what should interest the people here? These questions I would constantly ask myself.

There is a customer for Masefield's newest poem, for a good new detective story, for the plays of Aeschylus. The book-shop performs a public service, it must make people want to read, to "buy a book a week," it must be the literary center, awake and alive, it must introduce the author to his public. Its stock must combine the worth of the old with the interest of the new.

A book-shop is known by the books it keeps. From them it derives its personality. That personality cannot be entirely commercial, it must be book-loving. Such a personality I should try to represent by my stock. Such would be my book-shop, such is the one in which I work, for these are not at all my original ideas. They have been in practice in a certain shop for a number of years. I am simply recounting them, for in assistants such principles and methods create enthusiasm and love of bookselling; in an ever-widening circle of customers, they create pleasure and a love of book-buying.

The Story of Paper

By Benjamin S. Van Wyck

II. Paper Making in England

[The first instalment of the Story of Paper—"From Papyrus to Machine Made" appeared January 22.]

BEFORE proceeding with the story of the advent of the paper machine, let us pause for the moment to review some of the events in the publishing field which had a strong bearing on the development of the paper industry. From the early part of the 16th century down to the beginning of the 19th there was a steady decline in the quality of paper and printing used in books, primarily because of the trend toward popular education which required paper and printing in quantity and at the lowest possible price. To be sure, there were producers of fine editions who tenaciously clung to ideals, resulting, happily for us, in exhibits that are an inspiration to-day to those who are earnestly trying to build books that will be bought not only for the quality of the contents but for their desirability as personal possessions from the standpoint of appearance.

The first improvement, noticed in a general way, of the books produced very late in the 18th century, was in the binding. Later, after the introduction of the paper machine (1801-1815) which supplied the needs of the magazines and newspapers of the day, the quality and texture of the hand-made variety used in books improved, for the obvious reason that machine production of the cheaper grades forced the hand-paper makers to fight for their very existence, and the production of better paper was the best means of meeting the exigencies of the moment. With this improvement in paper and binding came a very marked change for the better in the printing and design of type faces. While these conditions did not mean a return to the ultra artistic productions of the Renaissance period, nevertheless they had a steadying influence in the right direction.

The inventor of the paper machine who made possible the production of paper in

quantity, of suitable quality at the start for newspapers and magazines only, was one Nicolas Louis Robert, a Frenchman, employed in the printing establishment of François Didot. He later became an employee of St. Leger Didot, brother of François, and owner of the Essonnes Paper Mill. It was at that mill in 1798 that Robert began the construction of the machine which soon was to startle the paper-making world and practically revolutionize it. At the start, Robert met the usual opposition, not only from the workmen but from some of the men close to the brothers Didot, which made his path all the more difficult. In 1799, the machine began producing paper of indifferent quality in continuous lengths of from forty-five to sixty-five feet. As this machine did not have any drying or water suction equipment it was necessary to dry the product in lofts which were designed to take care of sheets not much larger than 24 x 36 inches. Naturally these deficiencies helped raise the measure of complaint against mechanical production. The workmen soon realized that with the commercial introduction of this machine their services would be either curtailed or discontinued, and the pressure they brought to bear on the management forced Robert to suspend his work temporarily. Luckily for him, the government of France became interested at this moment, awarding him a bounty which permitted him to exist. To proceed with his work, he was compelled to sell his patents outright to St. Leger Didot, the sum being 25,000 francs, to be paid in installments over a period of years. Didot quickly tired of the arrangement and in 1801 the patent rights reverted to Robert because of non-payment.

The Fourdriniers

Prior to the release of his claims on the machine, Didot had attempted to influence British capital thru his brother-in-law, John Gamble, who was close to Henry and Sealy Fourdrinier, wealthy London stationers. He sought money in England due to the collapse of the French financial system, the franc having depreciated in value to such an extent that it caused widespread bankruptcy and distress. France for a period of ten years (1790-1800) had been a seething caldron in which the monarchy was destroyed, the revolution born and the Bonapartist movement so well under way that foreign wars were the order of the day. England was the only country that stood out against Bonaparte, and her great battle fleets saved the day for her. Quietly, and with steadfastness of purpose, a great industrial achievement was brought to the world at a time when the civilized nations were at each others throats or defending their own; when to finance any project meant almost certain loss of capital invested. Robert thru Didot finally disposed of his rights in England to the Fourdriniers and, so far as it known, Robert died in poverty, his invention bearing the name of another.

The Hollander, a beating machine for the mechanical preparation of pulp, was not brought to a high state of perfection until the year 1800, altho it had been introduced into England about 1770. It was fortunate that this piece of equipment, so important to the paper maker, was fully established when the first paper machine started, for without it the mechanical contrivance invented by Robert would have been sadly handicapped, as it is obvious it would have been almost impossible for hand methods to supply sufficient pulp to keep the paper machine in continuous operation. The Hollander in use at that time was, in an elementary way, much the same as the modern equipment which takes the form of an open cistern, oval shaped, with a partition lengthwise in the center but not running the full length which permits the stuff to circulate and during this circulation passes between a bedplate and a large roll faced with a series of knives. The roll propels the stuff about the cistern; the main purpose, however, is to beat the pulp to the desired consistency.

The Dandy Roll

The Fourdriniers, immediately after obtaining the patents from Robert thru Didot and John Gamble, received full rights from the British Crown for a period of seven years to build paper machines and produce paper therefrom. In 1803 they employed Bryan Donkin, an engineer of note, to perfect the machine. The same year the first machine to make a continuous reel of paper was started at Frogmere, Herts. The cost was estimated at $7000. A second machine was built with many improvements at Two Waters mill, Hereford. Both machines were rather small, the second machine having a wire sixty inches wide, capable of producing a sheet thirty-eight to forty-two inches in width. In 1804 English hand-paper mills were producing 15,000 tons of finished paper and the paper machine finished only ten tons. It was not until 1823 that machine-made paper production caught up with the hand-made. Each produced approximately 12,700 tons. With each sucessive year the hand-made tonnage decreased, the machine-made increasing by leaps and bounds as one might expect.

What happened to the Fourdriniers and others associated with them in promoting and building these machines? John Gamble lost all his money at the St. Noets Mill and sold out his share of the investment to the Fourdriniers in 1808. At the expiration of the seven years the House of Lords refused an appeal of renewal of the patents made by the Fourdriniers on the ground that they were not the original inventors. This decision allowed any mill or machine foundry to build paper machines, obtaining without payment all the advantages of the experience and money spent by the Fourdriniers. As a result, both brothers lost their private fortunes and died in want. To be sure this part of the paper machine bears their name and to them some credit for their contribution to the paper-making industry is acknowledged by posterity in calling the wet

end of the present day machine, the Fourdrinier.

In 1808 another machine was invented which is generally known as a cylinder machine. It is useful, but the quality of its product does not compare with that of the Fourdrinier equipment. Both types of machines were much improved when Crompton, of England, introduced the use of steam-drying cylinders and circular slitter knives. The Fourdrinier was greatly benefited when the Dandy Roll was invented by Marshall in 1830. This woven wire roll assisted in removing some of the surplus water from the sheet and also made possible the production of laid marked paper on the paper machine. Its great achievement was, of course, the watermarking of machine-made paper, and whenever marking is required it is this roll that carries the name or design.

Rags and Straw

Improvements, detail by detail, in the development of the paper machine have been continuations of the ideas exemplified in those made in the period from 1800 to 1830, but in principal of design the machine of to-day is practically the same as that in use in the year 1830. With the refinements constantly being applied to the paper machine the serious defects in the quality and character of the mechanical product disappeared. In the early part of the 19th century discussions and controversy were rife between authorities on paper-making, for and against the machine quality. Most of the trouble was due to the lack of knowledge in preparing the pulp. Too often the pulp was ground to a consistency so fine that the fibrous quality was to a large degree destroyed, resulting in a poor grade of paper whose permanence was questionable. Excessive amounts of bleaching agents, clay and other chemicals also contributed in handicapping the machine-made paper industry, and it took many years to overcome the prejudices, altho the low cost of production made possible sales prices that could not be ignored by the buying public even tho the hand-made variety was of superior quality.

Until 1860 rags were the principal raw material of the paper industry, but the matter of supply had become a vexing question as early as 1780. Various paper manufacturers were trying to utilize different vegetable growths but little success was obtained, altho Matthias Koops, an Englishman, in 1801 published a book on the History of Paper Manufacture, the paper of which was made solely from straw; a few pages made from wood-pulp were appended. This book is in a fine state of preservation, despite the fact that seemingly no particular care has been exerted to keep it so. A copy of it is obtainable from the Boston Public Library for common reference use. A large number of pages are quite yellow but a few reveal what the original color must have approximated,—a cream shade of not unpleasing depth. The strength appears to be unusually good for a straw paper now one hundred and twenty years old. It was an agreeable surprise to find that not a page of this book was marred in any way by the readers who apparently had sufficient regard for its preservation not to test the paper for tearing strength or subject it to other tests commonly known to those identified with the paper industry. No doubt, their fingers itched to put the sheet thru its paces.

If straw was a possible manufacturing substitute why was it not in use then and why not now? The cost of pulp made from straw at the beaters was too high as compared with rags. It is to-day the reason why many substitutes which are manufacturing possibilities are not being used in the place of wood.

England recruited her rag supply from all the countries of the old world, the most desirable quality for general manufacturing being the homespun linens coming from the south and west of France. It was not until 1860 that Esparto grass previously used for the manufacture of baskets came into general use as a pulp making material. It was a success from the start. In 1861 the importation was 16 tons; in 1887, approximately two hundred thousand tons. The grass is indigenous to Algiers, Tripoli, North Africa and Almeria in Spain. In these places if the growth is carefully cultivated a harvest may be made twice yearly without injury to future crops. The Spanish Grass or Esparto plant attains a height of three or four feet, the leaves varying in length from six inches to three feet. The tenacity of fibre is particularly noticeable, but only when the leaves are quite matured. It is at this stage that they are best suited to the needs of the paper-maker as the immature fibre produces a paper of semi-transparency which is obviously objectionable. The leaves are gathered in the summer time due to the fact that they are most desirable when in their dryest state, first, for reducing the leaves to pulp and, secondly, because the less moisture the lower the cost of transportation to the mills. It is reported that as little care is being exercised to harvest the supply of Esparto grass properly, thereby conserving the future supply of this valuable material for the paper maker, as we in this country are accused in not husbanding the supply of wood.

Esparto Grass

The paper made from Esparto, while having some characteristics of that made from wood, nevertheless is so soft, pliable and unusually high in bulking quality that it is quite easy to differentiate it from the latter. This sheet is distinctly British and is likely to remain so, as England has virtually controlled the harvesting and sale of the raw material. There is a curious reason for it, too. When she first recognized the value of this product her world trade was the only one that could assure to the countries exporting it a consumption of other commodities which of necessity must be heavy, as the grass bulked to such a degree that there was

not sufficient weight to ballast the vessels properly. In addition return cargoes were arranged for, which simplified the transaction for the exporters and added many items to Britain's list of barter and exchange. The British novel is familiar to you all, and you have, no doubt, noticed its high bulk and light weight. This is entirely due to the pulp of the Esparto grass.

[The next instalment in the story of paper will be the story of the development of the paper industry in our own country and the beginning of the breaking up of the industry into divisions of which our interest lies in the one specializing in the production of paper for books.]

Another Author Canvas

EVERY once in a while some new analysis is made of the people's reading habits, either with the interest of magazines in mind, when the editor wishes to find out what the average subscriber is interested in, or from the point of view of books, either thru a study of library circulation or of the lists of best sellers in various areas. All such analyses add to the general knowledge of book markets, and may serve as a guide to those who plan publications or the distributing of them.

Physical Culture magazine recently sent out inquiries to a long list of people selected from subscribers asking, "Who is your favorite author?" 1085 people sent replies. Harold Bell Wright was mentioned by about 25 per cent of those who replied; Jack London by about 12 per cent, and so on thru. The interest in the list comes from the fact that it seems to represent the taste of a large stratum of average American readers, the kind of reader who is not following books as a study or for instruction, but the person with an average school-education who reads thereafter for diversion. More than most lists, this one seems to have suggestions for the bookseller whose stock must of necessity be limited and who wants to carry a representation of the authors that will appeal to the average people. The list was as follows:

Name Your Favorite Authors

Harold Bell Wright
Jack London
Gene Stratton Porter
Charles Dickens
Zane Grey
Rex Beach
William Shakespeare
Mary Roberts Rinehart
O. S. Marden
Sir Walter Scott
Irvin S. Cobb
Mark Twain
O. Henry
Upton Sinclair
Bernard Shaw
Ralph Connor
Ralph Waldo Emerson
Henry W. Longfellow
Rudyard Kipling
Victor Hugo
Grace Richmond
E. F. Bowers
James Fenimore Cooper
Theodore Roosevelt
Booth Tarkington
Robert Chambers
R. L. Stevenson
Winston Churchill
Kathleen Norris
J. Oliver Curwood
Eleanor Porter
A. Conan Doyle
Holworthy Hall
Alexandre Dumas
Joseph C. Lincoln
Alfred Tennyson
George Barr McCutcheon
Washington Irving
Stewart Edward White
John Greenleaf Whittier
Frank Channing Haddock
Edgar Allan Poe
Ella Wheeler Wilcox
Robert Burns
Elbert Hubbard
James Whitcomb Riley
Nathaniel Hawthorne
George Eliot
Peter B. Kyne
Leo Tolstoy
Elizabeth Towne
W. M. Thackeray
Robert Browning
Henry Van Dyke
Robert Service
William Cullen Bryant
Hall Caine
John Fox, Jr.
Rupert Hughes
Harold MacGrath
Edgar Rice Burroughs
Myrtle Reed
Lew Wallace
Albert P. Terhune
Irving Bacheller
C. E. Russell
Rider Haggard
Wilhelm von Goethe
Eugene Debs
Marie Corelli
Arthur Reeve
David Graham Phillips
David Grayson
E. P. Roe
Maurice Maeterlinck
Walt Mason
Honoré de Balzac
John Ruskin
John Milton

The Literary Northwest

LAST summer we heard a great deal said in praise of Chicago. New York, Chicago, Indiana, Boston, look to your laurels. *The Minneapolis Tribune* recently printed the following editorial:

"For years the Northwest has had to remain silent while Indiana boasted of its literary greatness. The Northwest was supposed to represent a literary wilderness. New England had its galaxy of authors; California, when not talking about its climate, paused now and then to enumerate its literary sons and daughters; Chicago had a certain circle that made a deep impression at least upon Henry Mencken; the South, when pressed, could given an impressive account of itself. The Northwest, in an earlier day, could hardly ever get beyond the name of Hamlin Garland. He seemed to sum up its literary accomplishment.

"In the field of the novel, however, it must be admitted that the Northwest at last is coming into its own. Three American novels published during the past year have made a deep impression upon most critical readers. They are 'Main Street,' by Sinclair Lewis; 'This Side of Paradise,' by F. Scott Fitzgerald, and 'Miss Lulu Bett,' by Zona Gale. All three novels hail from the Northwest. 'Main Street' pictures life in a Minnesota small town; it is written by a Minnesota author. 'This Side of Paradise' deals, in part, with the Twin Cities; it is written by a St. Paul boy. 'Miss Lulu Bett' deals with the life in a Wisconsin village; it is written by a woman who lives in Portage, Wisconsin.

So far as 1920 is concerned, it would be fair to say that no section of the country can lay claim to a prouder record than the Northwest. The Northwest is 'arriving.'"

My First Book—A "Remainder"

By C. Lewis Hind

[Mr. Hind, a former editor of the London *Academy*, in his latest book, "Authors and I" (Lane), has a chapter on the fate of his first attempt at authorship which will interest the bookseller who deals in "jobs" and "remainders."]

TIDYING up, sorting old papers, emptying drawers, preparing for the new year, I came upon some reviews of My First Book. I sighed, and smiled. When published it seemed so important: now—well, at any rate, it taught me something and it astonished my mother. "What," she cried, "the little boy whose hair I used to smooth—an author!"

Do you remember that Jerome K. Jerome, when editing *To-Day*, persuaded a group of authors each to write an article called "My First Book"? I believe every writer of eminence, whom he approached, allowed himself to be caught in the Jerome net. Who can resist writing about "My First Book"?

I am doing it. I am looking at My First Book, set forth, title and date, in perduable print in "Who's Who." It was called "The Enchanted Stone." No, I am not giving it publicity. It cannot be advertised. It has been remaindered.

I wonder if the general public knows the meaning of the word "remaindered" in publishing circles. It signified that the book has been discarded, given up as a bad job. Suppose the edition is 1,000 copies, that 150 sell in the first six months, and that a year later the 200 mark has not been passed. The publisher, if he be hard-hearted and business-like, will "remainder" the 800 remaining copies to an agent for a few pennies a copy. The agent will ship them to Australia, to South Africa, to the Treaty ports, to Brooklyn, to New Jersey, to any place that is eager for wholesome literature at an absurd price. There they are tumbled into bargain boxes. It is a fine way for an author to become known thruout the English-speaking world; it may bring tardy fame, but it is not a good way of earning a living. Not long ago I bought a copy of My First Book from a ten-cent box in lower New York. It was promptly borrowed by a rich friend. And about the same time a stranger wrote to me from New Zealand (evidently he had been browsing in the "tuppenny box") asking if I really meant what I said on page something or other. He forgot to inclose the postage for a reply. "Remainder" authors have their troubles, but they do not have to worry over income tax forms.

I have read somewhere that authors occasionally have difficulty in finding a publisher for a first book. I had none. Here is the unvarnished tale. I belonged to a literary and arts club where publishers and authors, painters and patrons, tried to treat each other as human beings. One evening I enticed a nice publisher into a corner, and gave him an animated description of my Romance. He tried not to be interested: in the small hours he succumbed, and said, "Send it along. I'll see what I can do." His reader reported favourably, and when we next met he made a proposition, which I declined. Just think of it. I declined an offer from an eminent publisher to publish My First Book.

The reason was that, in the interim, something quite extraordinary had happened. I had shown a duplicate copy of the Romance to a friend, M. Earl Hodgson, who was also a publishers' reader. He took it home with him, and the very next morning sent me, by special messenger, a letter which made me feel that I was actually on the slopes of Olympus. He was enthusiastic about "The Enchanted Stone"; he was proud to have "discovered" me, and he begged me to call, that very afternoon, upon Messrs. A. and C. Black, the famous publishers. "I read for them," he added, "and they are grateful to me for introducing you to them."

Messrs. A. and C. Black could not have treated the author of "Waverley" more pleasantly. They offered me quite a handsome sum on account of royalties, and sent the manuscript to be printed at once. For four or five years the notion that I was a catch lingered with the admirable firm. Whenever I called with the Mss. of a new book under my arm the senior partner sent immediately for the binder so that I might choose the cover decorations.

But the hard world did not show the least desire to read "The Enchanted Stone." It fell quite flat. Nobody wanted it. Occasionally some nice man or woman would tell me at evening parties how much he had enjoyed reading it, but when I addressed questions to them I found that they had not perused it carefully. For two years Messrs. A. and C. Black sent me regularly a carefully audited statement of copies "sold," and copies "on hand." In time they tired of doing that. The figures in the "copies on hand" and "copies sold" columns never changed.

Then came the Remainder Man. I shall never write another Romance.

University of Pennsylvania Printer

THE John C. Winston Company is to be the mechanical establishment of the University of Pennsylvania Press, with Charles C. Clarke as official adviser. Mr. Clarke has been with the Winston Co. for twenty years, at the head of the commercial printing department. In his early life he was an apprentice and read proof on nearly all the Peterson publications, which included the works of Dickens, Zola, Eliot and Hugo. Later, he became business manager of the Avil Co. and the Historical Publishing Co. and managed their big plant until fire destroyed it in 1903.

Adventures of a Bookseller

By Ketch

MISS GENTLEWAYS, of the religious department, was in the midst of a Monday morning dusting spree, when a doleful voice behind her intoned:

"Dust thou art, to dust returneth."

She turned and looked into the smiling eyes of the Rev. Tellit.

"Well," said she, "if I didn't returneth to it, you would sneeze every time you bought a book! So there!"

"In that case," said he, "let me not interrupt you, for I think I shall buy a book today."

IT WAS QUITE A GAME

"Good," she exclaimed. "And if you will tell me which book, I'll dust it."

"That's just the trouble," he replied, "I don't know which book."

"Oh," in a plaintive tone, "do I have to dust them all?"

The Rev. Tellit approached Miss Gentleways, and taking her by the arm, whispered in her ear:

"The selection of this book is going to be a very delicate affair and the utmost secrecy is necessary."

He broke off, and looked all about the store as tho fearful of being overheard.

"Why, if any of my parishioners should hear of it—my job would not be worth that!"

And he snapped his fingers. He was a great joker, and Miss Gentleways imagined that this was just another of his many jokes.

"Now I want you," he continued, "to lay out several volumes on"—again he broke off, and looked carefully about—"on Socialism! Put them right here on this ledge, and then get a good, solid, orthodox volume and lay it on the top of the stack. See?"

"On Socialism! No especial volume?"

"No, no. Just several good volumes, so that I can make a selection."

Entering into the spirit of the thing, Miss Gentleways tip-toed away, but soon returned with several volumes, which she placed on the ledge; then got down a Life of St. Paul, which she put on the top of the stack.

The Rev. Tellit was soon lost in the perusal of the books, but every time a customer approached he would quickly cover up the Socialism volume, and, with a wink to Miss Gentleways, pick up an innocent little Volland Booklet. It was quite a game, and seemed to afford her no end of amusement.

At last the good Doctor of Souls called her to him, and handing her two books, asked her to wrap them up quickly, and charge them to him. A moment later he was swinging down the store, and out the door, with his parcel under his arm; but he left Miss Gentleways standing in a very uncertain attitude, looking after him.

Just then Miss Vampet passed, and she stopped her.

"What do you think!" she exclaimed. "I believe Mr. Tellit's got off on this Socialism fad. Isn't that a shame!"

"Shades of Luther!" exclaimed Miss Vampet. "Not really!"

Attacking Retailers' Problems

U. S. Chamber of Commerce Inaugurates Service

REDUCTION of distribution costs and the working out of improved methods of distribution will be two of the most important aims of the new Department of Domestic Distribution of the Chamber of Commerce of the United States which has just begun to function.

While not prepared to announce definitely the nature of all the activities which the Department will undertake, Alvin E. Dodd, manager of the new Department, formerly director of the Retail Research Association of New York, outlined the following important problems which will be taken up:

"Establishing an Information Service to answer questions on Domestic Distribution for Chamber of Commerce members and others.

"Studying the activities of Trade Associations at present in the field of Distribution.

"Analyzing methods of Distribution followed by all the important industrial groups covered by the Department, and contributing data as a definite attempt at clarifying and making more efficient our processes of Distribution.

"Co-operating with Trade Associations in outlining educational campaigns, disseminating a better knowledge of the problems and economics of distribution to the general public and to those within the field of distribution.

Analyzing the requirements of the distribution field for facts and trade statistics which could be reasonably collected and given wide distribution.

"Analyzing of and co-operating with schools, colleges and universities, having courses in business administration, etc.."

Merchandise, according to one definition, has not been "produced" until it is in the hands of a satisfied consumer. But the Domestic Distribution Department of the United States Chamber must regard merchandise as having been "produced" when it leaves the factory, ready to be shipped to the jobber, to the retailer, or to the consumer; in other words, when the merchandise is ready to go into a warehouse or freight car or some other place in which it will be kept until ready for distribution.

We may consider, therefore, that the costs of distribution are represented by the following items:

(1) Storage, insurance, interest on the money, transportation, and other charges between the time that the merchandise leaves the factory and goes to the wholesaler or other middleman, or to the retailer or direct to the consumer.

(2) Sales department of the manufacturer, including the cost of advertising.

(3) Profit and expense added by the wholesaler, if there is one.

(4) Profit and expense added by the retailer.

One of the constant purposes of the Department of Domestic Distribution will be toward the reduction of these expenses, wherever they are discovered to be unnecessary, by the suggestion of common-sense, practical methods. It is, of course, evident that these problems will be attacked in a manner not to conflict with or duplicate the work of other organizations, but rather in the spirit of being of the largest possible service.

Already the new Department has begun an inquiry to discover practical methods by which the expense of doing business may be reduced so as to keep pace with the cuts in sales prices.

This inquiry will deal with the actual readjustments being made in meeting price decline and will result in giving American business men a summary of the most practical and successful plans which have been used to meet this situation.

Concentrated Book Canvassing

THE selling of books by intensive canvassing has been a feature of book distribution that has received very careful consideration from big book publishers, and the success of many of the campaigns, whose advertising appears steadily in national mediums, depends on the systematic follow-up of the leads that this advertising produces.

Interesting figures as to what can be done by such a solicitor were given in a recent number of the house organ of P. F. Collier & Son, whose success with the "Harvard Classics" has been one of the spectacular features in recent bookselling. The sales of this series of books have now reached fourteen million dollars, and the publishers state that for some time past their national advertising has brought them in over one thousand leads a day, these leads being turned over to the canvassers in different parts of the country. An astonishing example of what this system can do is instanced in this article, which states that one three thousand dollar advertisement which appeared in the *American Magazine* in November, 1919, produced, when all the leads were followed up, over $43,000 worth of sales.

That a salesman on this sort of work does not have to move from place to place is shown by the instance given of a man who has worked in Detroit only, for the past five years. This man sold in 1916 two hundred and twenty-five sets and steadily increased his business until in 1920 he sold four hundred and thirty-one sets in that area, with a total business of over $42,000. This salesman's comments on selling methods are worth quoting:

"Initiative, experience, conscientious and well-directed effort, and perfect concentration of all talents and faculties are the touchstones of performance.

"A salesman may have a commanding presence, unexcelled knowledge of the Harvard Classics, and the gift of delivering his message faultlessly. But unless he has the good sense to judge when and to what extent the receiving mind is attuned, his efforts will be unavailing. It is useless to canvass beyond the assimilating power of your prospect.

"Real selling on 'The Harvard Classics' consists of convincing your prospect of the merit, comprehensiveness, authority and utility of the work. The prospect's self-interest has but scant tolerance for any recital of the time and thought the editor gave to the work, its original cost to the house, etc. He must be convinced as to what HE is going to get out of it—not necessarily in terms of money. And while he resents the intimation that he needs culture, still you can strike a responsive chord in him by playing on the idea of fifteen minutes a day for the essentials of a liberal understanding, to organize and liberalize the mind, to think and speak clearly, correctly, and decisively.

"If in our efforts to convince we will but concede that our prospect has a mind and voice with which to think and express himself, we shall eliminate resistance in exact proportion as we heed and think with him, rather than for him. And when, with his co-operation, we have convinced him, he is sold. But this is not the psychological moment to say, 'Sign here!' You must proceed

with the second process of the sale—where the buyer buys—until you bring him to the point of thinking or saying, 'Well, you can put me down for it.'

"Such selling results in getting subscribers who pay the last payment as cheerfully as they paid the first; for they have bought what they are convinced they need, want, and will read. As a result they will sing its praises to their friends and associates, thereby increasing the quantity and quality of inquiries and leads.

"Finally, it is necessary to know everything about this work as well as other nationally advertised reading and study courses. This latter knowledge is necessary in order to stand one's ground in relative or comparative discussion. I do not mean to imply, however, that a salesman should parade this knowledge. He should not impart one whit more of it than each separate circumstance demands. Nor is it wise at any time to make show of your selling ability; for he is always the best salesman who least appears like one. Rather devote seventy-five per cent of your efforts toward coping with the human equation, which you will find invariably preponderates."

Awarding the 1920 Prizes

HUGH WALPOLE, in the February number of *Vanity Fair*, writes "There used to be a delightful habit in days gone by of writing lists, of giving prizes and other rewards when summarizing the literary accomplishment of the dying year. The custom has passed away, I'm afraid, with the War, partly because there have been so many other things to think about, partly because there has really not been so much room in the papers as formerly for 'mere literature.' All the same the habit will, I hope, soon be revived.

"These lists and prizes clear the air and help us, a little, to see where we stand—only a little, because twelve months cannot possibly be time enough for any proper perspective. Nevertheless, it is instructive to observe how many books even six swift months can turn into dead-and-gone corpses. These judgments are, of course, always personal things, and it is extremely vain-hearted for anyone to pretend to be dogmatic about contemporary literature. But it is pleasing to dream a little and to imagine that one has been endowed by some benevolent millionaire with the allotting of certain awards. One, for the best book in any kind of English literature published in 1920. Two, for the best English novel published during the same period. Three, for the best work of poetry published during the same period. In 'English' is included any Scottish, Welsh or Irish literature, but not American."

Mr. Walpole then awards the prizes for 1920 as follows:

One—for the best book of the year—to Percy Lubbock's edition of Henry James' "Letters." "Many people would maintain that Wells's 'History of the World' is the most remarkable book of 1920" says Mr. Walpole, but to dismiss the claim. The only alternatives to James' "Letters" which he considers are: Mrs. Asquith's "Autobiography" and Professor Elton's English Literature: 1830-1880."

Two—for the best novel of 1920—"We have, with the possible exceptions of 'Open the Door' by Mrs. Carswell and 'Quiet Interior' by Miss Jones, not a single first novel of even decent promise this year. If I had to award a prize for the best novel of the year I should choose I think from the following half dozen: Conrad's 'The Rescue,' Galsworthy's 'In Chancery,' Sheila Kaye-Smith's 'Green Apple Harvest,' May Sinclair's 'The Romantic,' Frederic Niven's 'A Tale That Is Told; and Douglas' 'They Went.' If American literature were considered: Edith Wharton's 'The Age of Innocence' and Joseph Hergesheimer's 'Linda Condon' would have to be included."

The finest new poetic work of the year is, I think, Masefield's 'Right Royal,' and the most interesting new poet Edmund Blunden, the author of 'The Waggoner.' Other important publications have been the collected verse of John Freeman, Walter de la Mare, and Edward Thomas. It cannot be denied that the boom in poetry, so extraordinary during the last years of the War, is over. That is perhaps a good thing. Poets will have to be poets once more and not merely recounters of their war experiences."

Amenities of Bookselling

A RETAIL book salesman whose experience was in a San Francisco bookstore has written in the February *Atlantic* of the delights and problems of a bookseller's relations to his customers.

Of the book salesman as counsellor, he says:

"In recommending books to customers unaccustomed to selecting books, timidly aware of their own limitations, but with an instinctive desire for things worth while, my pleasure is like that of a Socrates in opening the eyes of his pupils to a perception of the good and beautiful. The assumption that I must be an undisputed authority, fitted to guide and advise because I live surrounded by such evidences of knowledge, tho naïve, gives to my words an almost sacrosanct character. I forget that I am only a clerk, whose sole purpose in life is to sell books for the profit of another. I rise to higher levels; I am no longer

merely a worker for hire; I become, to myself, a factor in the great advance of civilization. I have the feeling that, thru my efforts, I may be able, perhaps, to add something to the life-happiness of another. Moreover, if I suggest wisely, I may put a straw in the way of the selfish exploitation now practised by the purveyors of ideas and amusements. I shall then have an extra reason for self-congratulation, and be spurred on to continue my private warfare against those profaners of the standards of good taste.

Incidentally, I learn much of the inward character and hopes, and even of the mode of living of my quasi-pupils. Thru chance spontaneous outbursts of confidence, to which even the most reserved are at times forced to yield, I find myself suddenly transferred to the position of financial, as well as moral, adviser. Will the continued possession of a ten-dollar bill, or even a Liberty Bond, be of more value to the children than the acquisition of the book under consideration? Questions of school-advancement, staying at home evenings, and similar weighty problems, are involved. In the solutions, my advice is sought as that of one who has been thru it all and so must know.

A Literary Mission

C. E. BECHOFFER, an English literary critic and newspaper man who has been a contributor to the London *Times*, London *Morning Post*, the *Economist* and the *New Age*, is here on a mission of literary discovery. His mission here is to bring before the English people, American writers and poets. With this in view, he is sending to London, articles and criticisms of our young writers. Concerning our literature, Mr. Bechoffer says:

"It is extraordinary how little of good American literature is known in England. Only "best sellers" are known over there. If Sinclair Lewis's 'Main Street' had not had a phenomenal sale in the United States, it would never have been taken up by a British publisher. Eugene O'Neill is unknown, tho in my opinion his 'Emperor Jones' is the most interesting drama of the century. He has solved the problem to which the Russians have for a long time addressed themselves, namely, a new sort of drama. I used to think that Russian ideas would lead the world of literature, but now that Russia has almost ceased to produce new works, I think that America may take her place. Other fine American writers who are unknown on the other side are: Sherwood Anderson, Willa Cather, James Branch Cabell, Harold Stearns and Van Wyck Brooks. American writers residing in London rank high. T. S. Eliot is making a name for himself as a poet and a critic."

BERNARD SHAW'S new play, which Brentano's publish this spring, "Back to Methuselah," may be considered as five short plays or one play in five acts.

Must Print Reply

THE French literary world is greatly perturbed by the judgment rendered by the First Civil Court of Paris compelling René Doumic, editor of the *Revue des Deux Mondes*, to publish the reply of two authors to criticism he published of their work. His criticism was not violent; in fact, was gentle. The authors, Silvain and Jaubert, sent him an article praising their work in reply to his criticism and Doumic refused to publish it on the ground that he had told the truth in the first place about the book in question.

The court held that Doumic's article was within the limits of justifiable criticism, but quoted a law passed in 1882 saying any person criticised in a publication had the right to have published free of charge a reply twice the length of the article containing the criticism.

The decision has caused a campaign for the repeal of the law. It was pointed out that under its strict operation every author of a play would have the right to make the newspapers publish his replies to every review of the plays produced. No paper or magazine could review a book without running the danger of having to publish twice as long praise of the book by its author.

The *Journal des Débáts* holds that no newspaper could be published, since every person affected by any piece of news or article would have the right to reply at double length. A man suspected in a column article of having committed a murder would have the right to send the editor two columns stating he did not commit said murder.

Many newspapers today carry the demand that the act be repealed or amended forthwith.

The Atlantic Bookshelf

THE notable new books upon the *Atlantic* "Bookshelf" for February were:

A Cycle of Adams Letters, 1861-1865, edited by Worthington Chauncy Ford. *Houghton Mifflin.*

The Life of Joseph Hodges Choate as Gathered Chiefly from His Letters, by Edward Sandford Martin. *Scribner.*

Blind: A Story of These Times, by Ernest Poole. *Houghton Mifflin.*

Christmas Roses, by Anne Douglas Sedgwick. *Houghton Mifflin.*

The Traditions of European Literature from Homer to Dante, by Barrett Wendell. *Scribner.*

The Making of the Reparation and Economic Sections of the Treaty, by Bernard M. Baruch. *Harper.*

Bolshevism: Practice and Theory, by Bertrand Russell. *Harcourt.*

A "United Bookstore" in Denver

FOLLOWING the recent canvass for subscriptions to stock of the United Bookstores Company, a branch of this organization has been opened at 1615 Court Place, Denver. This is the first appearance of the corporation as an organized outlet. The letterhead of the Denver store mentions that there are headquarters in New York, Chicago, Boston, Philadelphia, Atlantic City, San Francisco, Seattle, and Los Angeles. The slogan of the bookstore is "If It Is a Book We Know It, If It Is a Book We Want It, If It Is a Book We Have It." The store is asking for catalogs from the publishers and quotations on any paper bound books that may be on hand.

The Denver store is now partially stocked, but intends to handle second-hand books only, except some of the cheaper lines such as could be handled by newsstands.

The New York headquarters now announce that they have under way negotiations for purchase with five New York shops, but the names of these are not given, and the new corporation is not yet listed in the financial bureaus. The canvass for stock subscriptions is being conducted from Seventy-first Street and Broadway, the office of Eugene Christian, as President.

The Caravan's Second Summer

THE famous Book Caravan, whose trip thru New England last summer caused so much discussion in the book-trade and among book lovers, is now getting ready for its second season, and Miss Bertha Mahony, originator of the plan, is full of ideas for perfecting the work, so that each week will give the best possible results. The route this year will not go far into Maine and New Hampshire or touch Northern Vermont and New York, but will cover summer towns whose interest in books was shown by the experience of last year, and some new territory will probably be added among the Connecticut hill towns. Miss Mahony hopes to be herself one of the drivers on this year's trip.

The Cost Problem

THE problem of increased manufacturing costs apparently has not skipped even the idealists among book publishers. A Chicago club, known as the Bookfellows, which has, in its monthly bulletin, so frequently made stinging comment on the grasping nature of the publishers, evidently has problems of its own, to judge from the current number.

It has been publishing in little paper parts a book called "The Chronicles of Bagdad," and it now announces that the first paper section must be raised from 25 cents to 40 cents, and goes on to say that "the cost of printing these sections for distribution to a membership of a thousand is *prohibitive*. The solution of all our problems is quantity production. Give us double the number of subscriptions, and we can produce books and magazines more cheaply." This indeed sounds as tho it were touching the same pressing problems as the commercial publishers against whom it has been so vehemently inveighing.

The same club to which high book prices are an anathema announces "The Phantom Caravan" by Kendall Banning, "61 pages, 16 mo, boards, covered with blue fabriano, with wrapper to match, $1.35 to Bookfellows only." One of the hated commercial publishers would rather hesitate to publish a 61 page paper-bound volume at that price. Yale University Press books bound in similar style, *The Yale Series of Younger Poets,* is published at $1.25, and the publisher receives perhaps 84 cents. But the Bookfellows, who scourge the public monthly against excessive book prices, must receive $1.35 for a smaller book. Perhaps, after all, the publishers are not profiteers to the extent that the Club editor has been led to expect.

Religious Book Week

THE idea of a full observance of Religious Book Week has taken hold with great rapidity, and the Committee at 334 Fifth Avenue, New York, is receiving in every mail reports of interesting efforts in various directions. One large church has made arrangements with a bookstore to have an exhibit of religious books on Sunday, March 13th, when these books, selected by the minister for the exhibit, will be mentioned from the pulpit. A prominent city newspaper, whose offices are largely used by people for reference purposes, is arranging for an exhibit of religious books, and has asked for posters to catch the attention of the many who call. The great denominational organizations have taken up the idea enthusiastically, and are hearing from their ministers in all parts of the country.

Some idea of how this extension work is being carried forward is shown in the following quotation from a circular which has come out from the Methodist headquarters:

"Seven Good Reasons for Observing It in Every Methodist Church:

1. It will stimulate the interest of the family in good books.

2. It will enrich the atmosphere and increase the attractiveness of the home.

3. It will encourage the assembly of the family about the evening lamp.

4. It will help to construct worthy ideals of living thru the inculcation of right ideas of life.

5. It will give sweep and scope to the messages of great minds.

6. It will make a better tomorrow for the children of today.

7. It will be an obedience of the scriptural exhortation: 'Give heed to reading.'"

The Great American Novel

"WHAT then becomes of the great American novel?" asks the New York *Evening Post*. "It is conceivable that a hero rapidly journeying thru every State in the Union, encountering a literary society in Indiana, the Non-Partisan League in Dakota, a blizzard in Montana, a booster in California, divorce in Nevada, Judge Lindsey in Colorado, William Allen White in Kansas, cotton bales in Mississippi, blooded horses in Kentucky, Winesburg in Ohio, miners in West Virginia, more miners in Pennsylvania, mountains in Vermont, and so on thru all the other States we have not named, might, in some ten volumes, give some adequate impression of modern America. But even if you made your hero a traveling salesman, what a peripatetic panorama it would be! Continuity one might preserve, the continuity of a 'movie'—any, even tho epic, story-construction one would lose, tho just possibly the wanderings of a new Ulysses might be chronicled.

But what we suggest instead is a blend. Put into one large and powerful press the complete works of Frank Norris, Jack London, O. Henry, David Graham Phillips, William Dean Howells, Booth Tarkington, Edith Wharton, Mary Austin, Mary Watts, Kathleen Norris, Alice Brown, Mary E. Wilkins Freeman, Margaret Deland, Robert Herrick, Meredith Nicholson, Winston Churchill, Harold Bell Wright, Gertrude Atherton, Katharine Fullerton Gerould, Anne Douglas Sedgwick, Sinclair Lewis, James Branch Cabell, Joseph Hergesheimer, Henry Sydnor Harrison, Lee Wilson Dodd, and as many more as you can think of offhand, and squeeze them down to one final congested volume. Then, if it doesn't prove to be the Great American Novel after all (after all that trouble)—call it the All-American Novel and let it go at that!"

The Austrian Censor

SCHNITZLER'S play, "Reigen" was recently produced in Vienna after a brief appearance in Berlin where it was interrupted by the indignant public. In Vienna, the play was only interrupted once by the public. A battle of another sort followed its appearance. The crisis was brought about by an edict by the Minister of Interior prohibiting further performances. As Austria is a federal republic, with the city of Vienna as a federal member, the Burgomaster of the city of Vienna instantly pounced upon the Federal Minister's interdict as an encroachment upon his authority. The Burgomaster had permitted the play to be produced within his province, and he claimed the right to issue any prohibition which might be necessary.

The question will be remitted to the Court of Constitutional Appeal to decide as to who has the ultimate right to interdict plays.

Burt Wins Story Prize

TO Maxwell Struthers Burt has been awarded the $500 prize given annually for the best short story of the year by the Society of Arts and Sciences, for his story, "Each in His Own Generation," published in *Scribner's Magazine* last July.

The second prize of $250 goes to Frances Newbold Noyes for her story, "Contact," in the December *Pictorial Review*.

The committee of judges consisted of Dr. Blanche C. Williams, Dr. Merle St. Croix Wright, Ethel Watts Mumford and Dr. Edward J. Wheeler, president of the society.

Record of American Book Production, January, 1921*

Classification	New Publications: New books	New Editions	Pamphlets	By Origin: American Authors	American Manufacture	English and Other Foreign Authors: Imported	Total
Philosophy	24	8	6	27	3	8	38
Religion, Theology	65	3	13	53	0	28	81
Sociology, Economics	34	2	16	39	4	9	52
Law	16	2	5	21	0	2	23
Education	9	1	5	11	0	4	15
Philology	26	7	8	14	1	26	41
Science	19	9	37	49	0	16	65
Technology	26	13	5	40	0	4	44
Medicine, Hygiene	20	16	8	36	1	7	44
Agriculture	8	1	9	14	0	4	18
Domestic Economy	1	0	0	1	0	0	1
Business	17	2	3	22	0	0	22
Fine Arts	21	0	0	11	0	10	21
Music	6	1	2	5	0	4	9
Games, Amusements	4	0	2	5	0	1	6
General Literature	25	4	13	29	2	11	42
Poetry and Drama	47	8	18	56	5	12	73
Fiction	48	19	1	56	10	2	68
Juvenile Books	16	2	10	22	1	5	28
History	41	4	12	30	1	26	57
Geography, Travel	18	7	4	15	1	13	29
Biography, Genealogy	39	1	5	28	4	13	45
General Works, Miscel.	3	0	2	5	0	0	5
Total	533	110	184	589	33	205	827

* In January, 1920, 532 new books, 86 new editions and 286 pamphlets, a total of 904, were recorded.

Books in Demand at the Library

THE *Bookman* shows that the following were the most popular books at the public libraries during the month of December:

FICTION

The Age of Innocence, by Edith Wharton. *Appleton.*
The Top of the World, by Ethel M. Dell. *Putnam.*
A Poor Wise Man, by Mary Roberts Rinehart. *Doran.*
This Side of Paradise, by F. Scott Fitzgerald. *Scribner.*
The Valley of Silent Men, by James Oliver Curwood. *Cosmopolitan.*
Main Street, by Sinclair Lewis. *Harcourt.*

GENERAL

Margot Asquith: An Autobiography, by Margot Asquith. *Doran.*
White Shadows in the South Seas, by Frederick O'Brien. *Century.*
Now It Can Be Told, by Philip Gibbs. *Harper.*
The Outline of History, by H. G. Wells. *Macmillan.*
Memoirs of the Empress Eugenie. Comte Fleury. *Appleton.*
The Americanization of Edward Bok, by Edward Bok. *Scribner.*

Lives of Early Printers

A SERIES of articles on the great figures in the history of printing is being carried thru the current number of the *Inland Printer*. The text is by Henry L. Bullen, well known authority on printing and head of the Typographical Library and Museum in Jersey City. The series is to be accompanied by a set of line portraits drawn by R. H. Sommers of Chicago. The series is to include Plantin, Gutenberg, Coster, Caxton, Caslon, Jenson, Ratdolt, Tory, Robert and Henry Estienne.

D'Annunzio Assails Giolitti

GABRIELE d'Annunzio indulges in a violent invective against Premier Giolitti of Italy and the Italian Government in his book, "Five Days of Fiume," which has been distributed among members of the Italian Chamber of Deputies, says a London *Times* dispatch from Milan.

The poet-soldier describes himself as "the greatest servant of the Fatherland," and attributes his importance to the fact that he gave Italy an Alpine frontier and secured for her the eastern provinces of Friuli and Istria, it is said.

The volume contains 100 documents, which are declared not to constitute a defence of the poet's conduct in holding and defending Fiume against Italian Government troops, but show that d'Annunzio first ordered Arditi to fire against the regular soldiers.

Increase in Foreign Postage

THE Universal Postal Convention of Madrid, 1920, provides for a maximum postage rate on letters of 50 centimes for the first ounce or fraction thereof and 25 centimes for each additional ounce or fraction thereof; and stipulates that said maximum rates may be put in force by any country prior to the date, January 1, 1922, on which said convention becomes effective generally.

The increased rates above mentioned became effective February 1, 1921, in Denmark, Finland, Italy, Norway, and Switzerland, and became effective on February 15, 1921, in France, so that letters mailed in those countries on and after the dates named will be subject to a postage rate of 10 cents for the first ounce and 5 cents for each additional ounce.

Parcel Post

ANNOUNCEMENT has been made by the P. O. Department of the increase in the weight limit of parcel-post packages exchanged with Norway from 11 pounds to 22 pounds, this increased weight limit being provided for in a new Parcel Post Convention just concluded with that country.

Notice is given that under the new convention, which is effective February 1, 1921, the sender of a registered parcel is entitled, in case of loss, damage, or rifling thereof, to an indemnity equal to the amount of the actual loss incurred, but such indemnity may not exceed the equivalent of 50 francs (approximately $9.65) for any one registered parcel.

Domestic Rate Extended

DOMESTIC postage rates including the two-cent letter charge are applicable to first and second class matter between the United States and Bolivia, Colombia, Honduras, Nicaragua and Peru, the Post Office Department announced on February 1.

The weight limit on newspapers and other printed matter will be eight pounds, twelve ounces, with a maximum weight for single volumes eleven pounds and maximum dimensions of rolled papers forty inches in length by six inches in diameter. The weight regulations also apply to Cuba.

A Plain Man's Books

HENRY Seidel Canby, in an editorial paragraph in the N. Y. *Post* Literary Review says: What does the plain, everyday person want in his books?

He wants "good English." Not shimmering experiments with rare words; nor daring combinations of clauses that explode into dashes and dots. He also wants life as it is, or life as he would like to have it.

An Uncorrected Galley

THE DURABLE BON MOT

When Whistler's strongest colors fade,
When inks and canvas rot,
Those jokes on Oscar Wilde he made
Will dog him unforgot.

For gags still set the world agog
When fame begins to flag,
And, like the tail that wagged the dog,
The smart tale dogs the wag.
—KEITH PRESTON in Chicago *Daily News.*

WHERE THE PROFITS GO

"All the professional readers of 'She Who Was Helena Cass' must have had at least one hearty laugh out of the book, for on page 16 the novelist hero is pictured 'in deep preoccupation, occasionally producing a gold cigarette case, the gift of his publisher.'"—Heywood Broun in New York *Tribune.*

A TRICK WORTH KNOWING

Nearly everybody in a mystery novel is a consummate athlete. They escape the vigilance of the detective who is disguised as a taxi-driver, or the pursuing avengers, by getting into a taxicab at one door and leaving by the other while the cab is in motion. This will interest people coming home from the theater who have sometimes tried to open a taxi door from the inside.

Simeon Strunsky in New York *Evening Post.*

ONLY FOURPENCE

At Charing Cross, writes a contributor in the London *Evening News,* a street hawker was doing a roaring trade in pocket diaries. This was part of his discourse:

""Ere you are! Complete diary for 1921. Fourpence only. Complete diary for 1921. Fourpence only and worth a fortune when you've filled it up. As used by Mrs. Asquiff and Col. Rippinton!

"For all classes alike—the chance of a lifetime! 'Ere you are. Same as used by Mrs. Asquiff! Only fourpence, and bear in mind worth a fortune when you've filled it in."

AN ICONOCLAST

Sidney Herz, the hustling publisher of Brann's Works seems to be making an unusual effort to market a subscription edition of the works of Robert Ingersoll in ten volumes *with the titles of the set and of the volumes stamped in reverse.* A full page spread in the New York *Times* Book Review of February 6th, includes an illustration of a nice looking set each volume of which has a title that reads something like this:

S'LLOSREGNI
SKROW

If Sidney has copyrighted the idea and it proves a big "puller" he ought to have a considerable revenue from the other coupon houses that are keen for using new ideas to get returns.

The Cinderella Bookshop

THE children's bookshop recently opened in Washington is a feature of the "Cinderella House" located on 14th Street between Ave F and Ave. C North West. A square cream-colored stucco house with central doorway has been adapted to group together many of the interests of childhood. Going up a few steps one arrives at the main floor and on one side is the Doll Shop with row after row of every kind of doll to greet one. As a noticeable touch in the decorations, large shades are used over the ceiling lights on which are painted children with several bright colored balloons. Across the hall is the Goody Shop. On the counter is Cinderella's slipper filled with dainties. Pictures of Jack Horner, Little Miss Muffet and others hang on the wall, giving the effect of medallions in their round black frames. The Tea Garden, a long narrow room, suggestive of a garden with its evergreen trimmings, is open to the skylight two stories above, and a picturesque balcony runs around three sides, reached by a winding stairway from which open several little shops of minor interest. The tables and chairs, in soft green, invite one to sit down and take refreshment.

The Book Shop and the Toy Shop are in the basement. Each is reached by its own iron stairway from the street and each has an attractive three panelled bay window which offers opportunity for distinctive display. The decorations in the Toy Shop center about "the little tin soldier" and animals of every variety.

Going down the stairway to the Cinderella Bookshop the Indian books featured in the window catch one's eye, aided as they are by Indian dolls wrapped in their blankets standing here and there. Lifting the latch one enters a sunny room about thirty feet long and half as deep. Cheery cream-colored walls are banded by white shelving below, above which comes an artistic frieze of the best known scenes from Mother Goose and the fairy tales. All of the hangings have stencilled borders of brownies done in brown and yellow. The window back is a wooded picket fence supported on the backs of a long line of animals. Comfortable little chairs are about the long center table on which are grouped books of particular interest and the old favorites. The predominating feeling is that here is "Child Land" and one had best not trespass unless ready to see childhood with a child's eyes. The Cinderella House promises success. It has certainly created an atmosphere which, even from the street piques the curiosity of the passerby, and once inside, one is loath to hurry away.

A PASSERBY on a New Haven street the other day noticed a slogan in Judd's bookstore which might stand repeating in other stores, "One Book in the Home is Worth Two in Your Neighbor's."

In The Field of the Retailer

Post-Office as Delivery Boy

THE St. Paul post office undertook, last March to handle all the department store deliveries and the plan has now withstood the test of a holiday rush. During the pressure twenty-one large mail trucks were put on this work and twenty-one relay stations were operated in the residential district.

Speed of delivery and lessened breakage made the system show up so well that several other retail stores are now coming in to the plan. It is reported that other cities are looking in to the idea, Kansas and Omaha being mentioned.

Thirty Million in Greeting Cards

A CURRENT estimate of what the greeting card business was for 1920 has placed the total sales at nearly thirty million dollars. This is perhaps a slightly optimistic amount, and yet it indicates that the country is using an increasing amount of this attractive merchandise.

Two aspects of such a report immediately strike the book publisher. The first is that current estimates of the total amount of trade books published do not place the year's total in this field at much higher figures than this total of greeting cards. The other aspect is that during the last three years the Greeting Card Association has spent an increasing amount each year in going to the public with a general message about the use of greeting cards, and this campaign has, by all reports, had a splendid effect.

A Book and a Good Cigar

THE book-trade always watches with interest when books are introduced into the background of the advertisements of other merchandise. There has seemed to be lately an increasing use of bookcases in photographs showing well equipped homes; library tables blossoming with books, and people in new clothes seem occasionally to have books in their hands. All of this is a good sign.

The latest appearance of the book is in an advertisement of the Owl cigar in the *Saturday Evening Post.* A happy man is posed for the photograph with an Owl cigar comfortably lighted and a book ready for the evening reading. Altho the type on the book's title is purposely blurred, those familiar with book wrappers are able to see that the volume he is looking forward to is one of O. Henry. The text of the ad reads, "A snowy winter evening, a good book and an Owl cigar—there's an evening's enjoyment for you! Let the wind whistle and the snow pile up. Put another log on the fire. Settle back in your chair with romance and adventure and enjoy a good, fragrant Owl cigar."

Those Personal Accounts

A RECENT gathering of credit men from retail stores was discussing the delicate question of whether a husband should be informed when a married woman opens a retail account. One idea was that a letter should be written to the husband, thanking him for the account and suggesting that he would probably like to use it as well as his wife. If there had been a retail bookstore credit man present it would have been more to the point to suggest methods of handling the reverse condition, as the bookstore sees more instances of the husband book-lover whose book accounts are unknown to the other half of the household. Why not write to the wife and urge her to take advantage of the account thus opened?

Store Lighting

SINCE store lighting has become electric lighting almost entirely, the variety of shades and reflectors has so increased that almost every kind of illumination can be obtained. There has been a good deal of study in large stores as to just what type of lighting best suited the different kinds of stock. It is quite obvious that, aside from the general store impression, different kinds of materials require differing illumination. In a recent article in the *Retail Ledger* of Philadelphia one of the experts of the Edison Company gives some tables suitable for department stores, showing the number of foot-candles needed for different types of merchandise. The highest illumination is required for the art department; next for the rug racks; next for haberdashery and dry goods, clothing and suits. The recommendation for a book department is given at three to five foot-candles. This is slightly more than what is required for stationery and music, but less than many of the departments, because, books reflect light more easily than dry goods, and are well illuminated with less light.

Many booksellers who have experimented with lighting have felt that some of the newly developed methods of indirect lighting do not give sufficient power, and the semi-indirect has proved better. A very valuable improvement has been developed by those who have used shaded lights shining directly onto the shelves as if the books were pictures in the frame of shelving. The idea has been to make the different colored jackets and the whole side wall so enticing to the eye that people instinctively are drawn to the shelves, where browsing becomes even more pleasant than it would be at the counters.

There is no question but that good lighting puts the customer in a pleasant frame of mind and makes the work of completing sales easier. An unilluminated store is gloomy and forbidding, and the proper balance needs to be found between gloom and glare.

Among the Publishers

A Week's Gleanings of Book-trade News

MALCOLM D. WHITMAN, author of "The Island of Elcadar" (Marshall Jones) is the same Malcolm D. Whitman who was the famous Harvard tennis player.

"THE MAN Who Did the Right Thing," Sir Harry Johnston's new book has the South African background which he pictured so vividly in "The Gay-Dombeys." (Macmillan).

ADVENTURE and action admirers are counseled to possess their souls in patience, for Bobbs-Merrill promise "Gems of the Gods" by Talbot Mundy this spring.

THE EARLY ENGLISH TEXT SOCIETY has appointed Humphrey Milford, Oxford University Press, to be the sole publisher for the Society as from the beginning of this year.

"GREEN-APPLE HARVEST" by Sheila Kaye-Smith, author of "Tamarisk Town," is a novel which readers of English periodicals and their book review columns have awaited for some time. It is on Dutton's spring list.

HOUGHTON MIFFLIN announces for March publication "Chief Contemporary Dramatists," second series by Thomas H. Dickenson. The first series was published in 1915, and has remained one of the best reference books on modern drama.

GRUB STREET from its grubbiest garret to its tortuous end in the publishers' sanctums and the commuters' train is the material from which Christopher Morley has made "Tales From a Roll Top Desk" to be published this spring by Doubleday Page.

DOUBLEDAY, PAGE will publish two volumes by Don Marquis this spring, "The Old Soak" containing "terse comments on home brew and a full discussion of the saloon, its social and cultural influences, and its historical significance;" and "Poems and Portraits" which includes, "Noah and Jonah and Captain John Smith," "Savage Portraits" and "Sonnets To a Red-Haired Lady."

E. P. DUTTON & Co. are publishing a new edition of Vida D. Scudder's "Le Morte D'Arthur of Sir Thomas Malory and Its Sources," which they brought out three or four years ago. Miss Scudder, who is a member of the faculty of Wellesley College, says that her volume "makes no claim to explore new territory, but hopes to fill the modest function of guide to a lovely country which is too rarely visited except by pioneers." This edition will put it in reach of many to whom the price of the large paper edition was an obstacle to purchase.

FRANK SHAY is going to bring out Logan Pearsall Smith's "The Youth of Parnassus" in an American edition.

ENGLAND after the war is shown in Archibald Marshall's new novel, "The Hall and the Grange." (Dodd, Mead.)

BRENTANO'S announces a new edition of "Esther Waters" by George Moore. The new edition has been completely revised by the author and printed from new type.

WINSTON CHURCHILL'S intended book on the war is to be published, it is said, by Thornton Butterworth, who has arranged to pay the large amount of £9,000 advance in royalties.

As "A Straight Deal, or The Ancient Grudge" was an interpretation of the English spirit, so Owen Wister's new book, "Our Fight, Too," interprets the spirit of France today. (Macmillan).

"MOTHER GOOSE Rhymes and Fairy Tales," the illustrated English edition, will be reprinted this year by Albert Whitman & Co. The new edition with additional color illustrations by George O. Butler will be called "Old Fashioned Mother Goose Rhymes and Tales."

CUPPLES AND LEON have found the field of comics very large and receptive. On February 15, they added a new volume to the series, "Percy and Ferdie" by H. A. MacGill, creator of the famous Hall Room Boys. Altho it has been less than two years since Cupples and Leon started publishing this series, they have sold nearly 6,000,000.

THE SIXTEENTH printing of "Jean Christophe: Dawn, Morning, Youth and Revolt," by Romain Rolland, is announced by Henry Holt & Co. They also announce that Ollendorff, Rolland's French publishers, have accorded them the right of preëmption on all Rolland's future works for translation and publication in the United States. Rolland's new novel, "Clerambault" will be published by Holt this spring.

BIBLIOPHILY, OR BOOKLOVE by James F. Willis (Houghton Mifflin) is the distillation of the lifelong meditation of a booklover, written with enthusiasm. Mr. Willis writes in a concise, somewhat Baconian vein, which is carried out by the quaint appearance of the binding, paper, and type. It is bound in old-fashioned marble boards with cloth backs, and printed with the free use of capitals and italics suggestive of the Elizabethan printer.

Changes in Prices

ISAAC PITMAN & SONS

A New Dictionary of the Portuguese and English Languages, Michaelis, Volumes 1 and 2, each $7.50.
Advanced Reporting Exercises, Pitman, 60c.

Obituary Notes

DR. EDWIN R. GRAHAM, senior publishing agent of the Methodist Book Concern, died at his home at Richwood, Ohio, on Saturday morning, February 19th, at the age of sixty-seven.

He had his early experience in bookselling and publishing in the Western Methodist Book Concern and later held a responsible position in the house of Houghton, and he was the first layman to be elected as one of the publishing agents of the Methodist Book Concern. His first connection with them was in 1904, at which time he became connected with Rev. Dr. Jennings in the conduct of the Western group of Methodist stores, which included Cncinnati, Chicago, Kansas City and San Francisco. Later the Eastern group of four branches was amalgamated with the Western group, and in 1916 Dr. Graham came to the New York headquarters to succeed Rev. Dr. George P. Mains, who had died.

Dr. Graham was a man of the highest character who made an immediate impression on all who had contact with him in any business way. Besides his business connection, he served as President of the Board of Trustees of the Baldwin-Wallace College in Alveria, Ohio, and had received the degree of Litt. D. from Ohio Northern University. His wife, who was the daughter of Rev. J. J. Dolliver, was a sister of the late Senator Dolliver of Ohio. She died in April, 1919. Dr. Graham leaves two sons, Dolliver W. and Robert H. Graham.

The Christian Advocate writes of him:

"Dr. Graham's equipment was that of a business man. He was clear in his judgment of men and measures, scrupulously careful of the interest committed to him, strong in carrying out the decisions which he reached. On the platform his statements were those of a man of affairs, speaking with crystal clarity and convincing force, tho with no pretensions to what is called oratory. Before an audience, as in the personal contacts of business and social life, he had a charm of manner and expression which had much to do with his substantial success in his life-work. In his own home, from which the life and light went out with Mrs. Graham's death two years ago, he was a devoted husband and father. To his two sons his best legacy is an example of a pure, honorable and useful life. His fellow workers, in the manufacturing, merchandising and editorial departments, will treasure his memory as that of a Christian gentleman, thoughtful of others' rights and considerate of others' opinions, tho sturdily defending his own. To the Church he leaves an honorable record of faithful stewardship of its extensive publishing interests, one of its vital possessions."

Australian Publishing

THE United States has for some time begun to find Australia and New Zealand an increasingly important market for books, and publishers here will be interested to see what those commonwealths are themselves bringing out in the way of book production. George Robertson & Company of Melbourne have just issued a volume called "Australia Unlimited" by Edwin J. Brady, which has been wholly set up and printed in Melbourne, and all of the many hundred half-tones made in the same city. The book is an elaborate description of the resources of that continent, with hundreds of half-tones showing every part of the country. The long established George Robertson business is now in charge of George R. Campbell, and this elaborate publication has been undertaken as part of a campaign to give the world a better understanding of the country.

Periodical Notes

THE CENTURY Company has taken over *The American Golfer* a magazine started a number of years ago by Walter J. Travis. Grantland Rice will continue as the editorial head of the publication, with most of its old staff to assist him. It is announced that in addition to "covering" its specialty, golf, the magazine will deal with, and will illustrate generously, the entire field of outdoor sports.

Personal Notes

LOWELL V. COLLINS, manager of the Bigelow & Main Co., New York, has been appointed advertising manager of A. C. McClurg & Co., Chicago, succeeding J. J. Eiler

MISS VIVIEN COOLEY, buyer for the Book Department of Miller & Frank, Portland, Oregon, is in New York.

FRANK C. DODD, of Dodd, Mead & Company, sailed on the 26th for his annual trip to London. His plans also include a trip to France and Monte Carlo, at which latter place Robert Service is to deliver the manuscript of the novel on Monte Carlo which he has been at work on for several past months. The book will be a fall feature of the Dodd, Mead list.

Business Notes

COLORADO SPRINGS—On January first A. E. Grimwood of Grimwood's, Colorado Springs, Colo., moved his store into quarters just two doors north of the old stand. The new location gives him room to spread out more, and the new fixtures and abundance of daylight make it one of the most attractive stores in the west.

LONDON, ENG.—The new address of Leonard Parsons, Ltd., of London, is 24 Devonshire St., Bloomsbury, W. C. 1.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.) Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Amar, Jules

The human motor; [psychology in relation to industry.] 470 p. il. tabs. O '20 N. Y., Dutton $10 n.

American newspaper annual and directory; a catalogue of American newspapers; a carefully prepared list of newspapers and periodicals published in the U. S., Territories and Dominion of Canada, Cuba, and the West Indian Islands; with valuable information regarding their circulation, issue, date of establishment, political or other distinctive features, names of editors and publishers, and street addresses in cities of 50,000 inhabitants and upward, together with the population of the counties and places in which the papers are published; a separate list of all daily newspapers in the U. S. and its possessions and the Dominion of Canada which are published continuously throughout the year, indicating by distinguishing marks those which issue Weekly or Sunday editions; lists of monthly and weekly pub. of general circulation, religious and agricultural publications, the various class and trade publications, newspapers printed in foreign languages, co-operative newspaper lists, etc. 1336 p. front. (col. map.) maps (col.) O (53rd year) c. '21 Phil., N. W. Ayer & Son, 308 Chestnut St. $15 n.

Ames, Fisher, jr.

American Red Cross work among the French people. 14+178 p. front. pls. D c. N. Y., Macmillan $2 n.

The history of the work of the Department of Civilian Relief.

Baby's record; [il. by Anne Anderson] 63 p. col. front. col. pls. Q Phil., McKay $2.50; silk $5; leath. $7.50 n.

Record for the first three years of the baby's life, with spaces for photographs, notes and medical data.

Bailey, G. C.

The complete airman. 11+269 p. front. pls. diagrs. charts O N. Y., Dutton $6 n.

Information for the construction of aeroplanes and airdromes.

Baker, George W., and others, ed.

Shoemaking. 10+226 p. il. pls. D (Training course for retail shoe salesmen, v. 4) [c. '20] Bost., Retail Shoe Salesmen's Inst. $3

Balfour, Gerald William

The Ear of Dionysius; farther scripts affording evidence of personal survival; with a discussion of the evidence by Miss F. Melian Shawell and a reply by Mr. Balfour; reprinted by authority from the proceedings of the Society on psychical research. 3+134 p. il. D (Psychic ser.) c. '20 N. Y., Holt $1.75 n.

Ballantyne, James

The integral calculus on the integration of the powers of transcendental functions, new methods and theorems, calculation of the Bernoullian numbers, rectification of the logarithmic curve, integration of logarithmic binomials, etc. 41 p. diagrs. O c. '20 Roxbury, Mass., [Author] 6 Greenville St. $1

Barclay, Florence Louisa Charlesworth

The white ladies of Worcester; a romance of the 12th century. 7+431 p. col. front. D (Popular copyrights) [c. '17] N. Y., Grosset & Dunlap $1

Basevi, W. H. F.

The burial of the dead. 8+208 p. D N. Y., Dutton $2.50 n.

A history of funeral customs of the world together with the folk-lore of burials.

Baxter, Francis K.

Does telepathy explain spiritualism? 224 p. D c. '20 N. Y. and Chic., Revell $1.50 n.

Beede, Joshua William

Notes on the geology and oil possibilities of the northern Diabolo plateau in Texas. 40 p. tabs. fold. map in pocket, fold. chart in pocket O Univ. of Texas bull., no. 1852) Austin, Tex., The University of Texas pap.

Bioletti, Frederic Theodore

Changes in the chemical composition of grapes during ripening. 66 p. pls. O (Pub. in agric. sciences, v. 4, no. 1) Berkeley, Cal., Univ. of California Press pap. 75 c.

Bearden, George S.
The prodigal father. 321 p. front. D '20 c. '21 Bost., The Stratford Co., 12 Pearl St. $2.25 n.
A story of the South, beginning shortly after the Civil War until recent years, showing the conditions of the negro then and now.

Bennett, Hugh Hammond
The soils and agriculture of the Southern states. 18+399 p. (7 p. bibl.) front. (fold. col. map) tabs. il. pls. c. N. Y., Macmillan $3.50 n.

Bible. New Testament and Psalms
The New Testament and Psalms, with references; with a new system of connected topical references to all the greater themes of Scripture; with annotations, rev. marginal renderings, summaries, definitions, chronology, and index; to which are added helps at hard places; explanations of seeming discrepancies, and a new system of paragraphs; ed. by Rev. C. I. Scofield [and others]; authorized version. 8+443 p. S c. '20 N. Y., Oxford Univ. Press $1.50 to $7

Bigelow, Carl M.
Management in the woodworking industry. 300 p. il. O c. '20 N. Y., Engineering Magazine, 120 W. 32nd St. $5 n.

Bishop, Constance E.
Flame of the forest; a novel. 8+305 p. D '20 c. '21 N. Y., Benziger Bros. $2 n.
A love story, with the plot laid in India.

Black, Alexander
The seventh angel. 360 p. D [c. '21] N. Y., Harper $2 n.
A love story of New York today, in which two American girls, just returned from France, figure. The question "Should a woman reveal to her best friend the fact of a past mistake?" strikes the dominant note.

Boys and girls bookshelf; a practical plan of character building; prepared under the supervision of the editorial board of the University Society. 16 v. col. fronts. il. col. pls. pors. (part col.) diagrs. (part fold.) O c. '20 N. Y., The University Society, 44 E. 23rd St. $79.50 [subs. only]

Brady, Cyrus Townsend
The man who won; il. with photographs of scenes taken from the picture play. 243 p. front. pls. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap $1

Brown, William
Psychology and psychotherapy; with a foreword by William Aldren Turner. 11+195 p. (1 p. bibl.) D N. Y., Longmans, Green $3 n.
Partial contents: Degrees of dissociation: multiple personality; Freud's theory of dreams; The psychoneuroses of the war; Relation of mind and brain. Index.

Brudno, Ezra Selig
The jugglers. 5+258 p. D c. N. Y., Moffat, Yard & Co. $2 n.

Busch, Bonnie Melbourne
Morality court. 286 p. O [c. '21] Kansas City, Mo., Burton Pub. Co. $1.75 n.
A love story, with the plot set in Paris and London.

Cabell, James Branch
Figures of earth; a comedy of appearances. 16+356 p. D c. N. Y., Robert M. McBride & Co., 7 W. 16th St. $2.50 n.
A story of the mythical country of Poictesme, in a legendary time.

Carrington, Hereward [Hubert Lavington, pseud.]
The problems of psychical research; experiments and theories in the realm of the supernormal. 288 p. front. pls. O c. N. Y., Dodd, Mead $3 n.
Partial contents: Is psychical research a science?; Life: and its interpretation; Psychic photography, new experiments; The uses and abuses of mind cure; Witchcraft: its facts and follies; Scientific truth contained in fairy stories.

Carpenter, Charles U.
Increasing production, decreasing costs. 500 p. forms O c. '20 N. Y., Engineering Magazine $5 n.

Carr, Edwin Hamlin, comp.
Putnam's minute-a-day English for busy people. 5+316 p. S c. N. Y., Putnam $1.90 n.
Studies in associated words, grammatical expressions, pronunciation, spelling, syllabication and methods of study thru games.

Chapin, Francis Stuart
Field work and social research. 3+224 p. forms O (Century social science ser.) '20 N. Y., Century Co. $1.75 n.

Clabaugh, William
Income and profits taxes; a series of lectures; with questions prepared in collaboration with George Hillis Newlove. 6+334 p. O c. '20 N. Y., Assn. Press $4
These lectures were delivered before the Y. M. C. A. Washington School of Accountancy.

Cobb, Irvin Shrewsbury
From place to place. 407 p. D (Popular copyrights) [c. '20] N. Y., Grosset & Dunlap $1

Cody, Sherwin i. e. Alpheus Sherwin
Standard test English. 259 p. forms D c. '20 N. Y., Assn. Press pap. $1.60
Studies in everyday English, incorporating a previous volume, "How to do business by letter," which was formerly published by the Old Greek Press.
Teachers' manual to accompany Standard test English. 77 p. D c. '20 N. Y., Assn. Press pap. 80 c.

Blanton, Annie Webb
State aid schools equipment. 19 p. O (Bull. 104) Austin, Tex., The Dept. of Education, State of Texas pap.

Cambridge Public Library, comp.
List of books in the Cambrige Public Library relating to the Pilgrim Fathers and the early settlement of Plymouth, Mass., in 1620; compiled and issued on the occasion of the Pilgrim tercentenary celebration. 16 p. O '20 Cambridge, Mass., Cambridge Public Library pap. gratis

Coggeshall, E. W.
The assassination of Lincoln. 106 p. O c. '20 Chic., W. M. Hill, 22 E. Washington St. bds. $2.50 n. [limited ed.]

Croce, Benedetto
Ariosto, Shakespeare and Corneille; tr. by Douglas Ainslie. 440 p. D c. '20 N. Y., Holt $2.50 n.
Literary criticisms.

Curtis, David A.
Finality. 44 p. D [c. '20] N. Y., Clinton S. Zimmerman, 5 Columbus Circle bds. $1.25
A mystery play, in blank verse, the story of the last few hours of the existence of the earth, and the outcome of the struggle between man and the powers of evil.

Darrah, Delmar Duane
The evolution of freemasonry; an authentic story of freemasonry, profusely il. with portraits of distinguished Freemasons and views of memorable relics and places of singular masonic interest. 422 p. front. il. pls. pors. facsms. O c. '20 Bloomington, Ill., The Masonic Pub. Co. buck. $5; ½ leath. $6.50; leath. $8

Darrow, Clarence Seward
Argument of Clarence Darrow in the case of the Communist Labor Party, in the Criminal Court, Chicago. 116 p. D [c. '20] Chic., C. H. Kerr & Co. pap. 50 c.

De Mille, Cecil Blount
The Royal mounted; a play in 4 acts. 90 p. D (French's standard lib. ed.) [c. '20] N. Y., S. French pap. 60 c.

De Plume, Icarus
The island of Elcadar; a pilgrimage in novel-land. 109 p. front. il. D [c. '21] Bost., Marshall Jones Co., 212 Summer St. bds. $1.60
A satire on the modern scenario of a movie, with the scenes laid in New York, and an island off the coast of Virginia.

De Sauzé, E. B., and True, Harriet M.
Grammaire française. 8+279 p. D (The Winston modern language ser.) c. '20 Phil., The John C. Winston Co., 1006 Arch St. $1.50

Dorgeles, Roland
Wooden crosses. 3+400 p. D c. N. Y., Putnam $2 n.
The narrative of a French infantryman while at the front. This novel was awarded the "Femina" literary prize; and altho written in 1916, the French censor only released it last spring.

Dostoevskii, Fedor Mikhailovich
The friend of the family; or, Stepantchikovo and its inhabitants; and another story [Nyetochka Nyezvanov]; from the Russian by Constance Garnett. 361 p. D N. Y., Macmillan $2.50 n.

Dryer, Charles Redway Wilmarth
High school geography; physical, economic, and regional; rev. ed. 543 p. front. il. maps O c. '20 N. Y., Am. Book Co., 100 Washington Sq. $2 n.

Dunkley, W. G.
Belts for power transmission; a systematic treatment of belts, and of the transmission of power by belting; with specially calculated tables. 104 p. diagrs. S (Pitman's technical primers) N. Y., Pitman bds. $1 n.

Faber, Oscar
Reinforced concrete design; v. 2, Practice. 11+246 p. charts diagrs. (part fold.) O N. Y., Longmans, Green $6.50 n.

Fergusson, Frank F.
The fundamental principles of water power engineering; describing types, applications and operation of water turbines, and developing the fundamental formulae of water power engineering; with numerous il. and examples from practice. 116 p. il. pls. diagrs. plans S (Pitman's technical primers) N. Y., Pitman bds. $1 n.

Field, Silas M.
The pathway of life through creation. 331 p. D [c. '20] Bost., The Stratford Co. $3 n.
A study of the life of man.

Fleming, Brandon
The crooked house. 6+311 p. D [c. '21] N. Y., Clode $1.75 n.
A murder mystery story, with the scene laid in Paris and London.

Forster, Edward Morgan
Howards end. 393 p. D c. N. Y., Knopf $2.50 n.
Formerly published in 1911 by Putnam.

Fox, Dixon Ryan
Harper's atlas of American history. 181 p. maps O c. '20 N. Y., Harper $2.75 n.

Dept. of Vocational Education
A syllabus in Industrial relations. 16 p. O (Indiana Univ. bull., Official ser., v. 18, no. 12) c. '20 Bloomington, Ind., Indiana University pap.

Diller, Joseph Silas
Chromite in 1919. various paging tabs. O (Dept. of the Interior, U. S. Geol. Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Dosch-Fleurot, Arno
How much Bolshevism is there in America? by [the author] who has lived for years under the Bolsheviki in Russia and has just completed a tour over the U. S. studying social unrest; also a ser. of articles entitled Russia from the inside by Hector Boon; a New York business man, recently returned from a long stay and extensive travel in Russia; the Hector Boon articles appeared in The World, Jan. 9, 10, 11, 12, 13, 14; the Dosch-Fleurot articles appeared in The World Jan. 16, 17, 18, 19, 20. 48 p. O [c. '21] N. Y., The World, 63 Park Row pap. gratis

Dunlop, J. P.
Secondary metals in 1919, various paging tabs. O (Dept. of the Interior, U. S. Geol. Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Georgia. Laws and Statutes
Workmen's compensation law of the state of Georgia; effective March 1, 1921. 36 p. O c. '20 N. Y. F. Robertson Jones, 80 Maiden Lane pap. 50 c. n.

Goodhue, Edward Solon
On the reserve and other poems. 24 p. O Molokai, Hawaii, You Bet Pub. Co., The Stockade pap. $1

Gouldsbury, Charles Elphinstone
Reminiscences of a stowaway; a career of adventure. 23+293 p. front. pls. O N. Y., Dutton $7 n.
A record of adventure covering forty years, many of which were spent in India.

Greenwood, Sir George
Shakespeare's law. 48 p. D c. '20 Hartford, Conn., Edwin Valentine Mitchell, 27 Lewis St. bds. $1
Points out the legal points in the various plays of Shakespeare, and a discussion as to the poet's knowledge of the law.

Harcourt, Cyril
The intruder; a drama in 3 acts. 79 p. diagrs. D (French's standard lib. ed.) [c. '20] N. Y., S. French pap. 60 c.

Hemstreet, Charles
The Don Quixote of America. 238 p. D c. N. Y., Dodd, Mead $1.75 n.
A whimsical romance of an idea, in which the acquaintance of John Eagle is made, who with his Dickensey companion, makes a tour of exploration and discovery.

Hibbert, L. J.
A manual of photographic technique; describing apparatus, materials, and the details of procedure. 118 p. pls. diagrs. tabs. S (Pitman's technical primers) N. Y., Pitman bds. $1 n.

Hill, James Landon
The scholar's larger life. 201 p. D '20 c. '21 Bost., The Stratford Co. $2.50 n.
A collection of addresses and essays.

Hodges, Frank
Nationalization of the mines; with foreword by the Rt. Hon. John R. Clynes. 12+169 p. tabs. D N. Y., T. Seltzer bds. $1.75 n.
The story of the mining industry in England.

Hough, Benjamin Olney
Practical exporting; a handbook for manufacturers and merchants; 6th ed. 5+529 p. forms (part. fold.) O c. '20 N. Y., American Exporter, 17 Battery Pl. $6 n.

Howard, Pauline Stoddard
The W. Chuck family; with portraits and il. by Herman Drucklieb. 108 p. front. il. O c. '20 Bost., Houghton Mifflin $2 n.

Hoyt, Arthur Stephen
The pulpit and American life. 286 p. D c. N. Y., Macmillan $2.50 n.
Partial contents: The Puritan preacher; Jonathan Edwards; Henry Ward Beecher; Phillips Brooks, the man and the preacher; The present American pulpit; The pulpit and the Nation. Author is professor of homiletics and sociology, Auburn Theological Seminary.

Huber, John Bessner
Why die so young? 312 p. O [c. '21] N. Y., Harper $2 n.
A discussion of diets, rest, sleep, air, exercise and personal care and practice in health and illness.

Hughes, Jennie V.
Chinese heart-throbs; with introd. by Mary Stone (Shih Mei Yü). 9+188 p. front. pls. pors. D c. '20 N. Y. & Chic., Revell $1.50 n.

Iswolsky, Alexander
Recollections of a foreign minister; memoirs of Alexander Iswolsky; tr. by Charles Louis Seeger. 15+303 p. O c. Garden City, N. Y., Doubleday, Page $2.50 n.
The author was Minister of Foreign Affairs of the Russian Empire, 1906-10, and Ambassador to France until the Russian revolution.

Jones, Edward David
Industrial leadership and executive ability. 275 p. O [c. '13-'20] N. Y., Engineering Magazine $2 n.

Keir, Malcolm
Manufacturing industries in America; fundamental economic factors. 324 p. O c. '20 N. Y., Ronald Press $3 n.

Kemal, Ismail, Bey
The memoirs of Ismail Kemal Bey; ed. by Sommerville Story; with a preface by William Morton Fullerton. 19+410 p. O N. Y., Dutton $7 n.
A complete story of the fight for recognition Albania and the Albanians have made, first thru the years against the neighbors on the borders, and later at the Peace Conference in Paris, when the questions of the Ambassadorial Conferences in London of 1912-13 were being discussed.

Kildahl, John Nathan
En Mindebok; ed. by R. Malmin. 347 p. O [c. '21] Minneapolis, Minn., Augsburg Pub. House $2

Hartman, Harleigh Holroyd
Should the state interfere in the determination of wage rates? 8+158 p. (3 p. bibl.) O (Special report no. 12) '20 N. Y., National Industrial Conference Bd., 10 E. 39th St. $1.50

Hicks, W. B.
Potash resources of Nebraska. various paging (¾ p. bibl.) tabs. charts, O (Dept. of the Interior, U. S. Geol. Survey, bull. 715-I) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Hill, James Madison
Bauxite and aluminum in 1919. various paging O (Dept. of the Interior, U. S. Geol. Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Jillson, Willard Rouse
Contributions to Kentucky geology; an indexed collection of all the shorter papers and reports of the state geologist, written during the year 1919 on the Mineral resources of the commonwealth. 266 p. (8½ p. bibl.) front. pls. il. maps tabs. (part fold.) O (Ser. 5, bull. 4) c. '20 Frankfort, Ky [State] Dept. of Geology and Forestry 20 c.

Kroeber, Alfred Louis
California culture provinces. various paging map O (Am. archaeology and ethnology, v. 17, no. 2) Berkeley, Cal., Univ. of California pap. 25 c.

Krull, Virgilius Herman
Papal infallibility. 16 p. O Collegeville, Ind., Messenger Print. pap. 10 c.

Kunzmann, Jacob Christoph
America and world evangelization. 15+213 p. il. (map) D c. '20 Phil., The United Lutheran Pub. House $1.50 n.

Labaree, Mary Fleming
Persian pictures [verse]. 64 p. D [c. '20] N. Y. & Chic., Revell $1 n.

Levin, Claude Cathcart
The blue book of oil burning and burners; a practical handbook comp. for the operator of oil burners, it gives information on oil and burners, their care, operation and safety hints, in plain English. 114 p. il. diagrs. D c. '20 N. Y., Ocean Pub. Co., 25 W. 42nd St. $2

London, Jack
The house of pride; and other tales of Hawaii. 232 p. D (Popular copyrights) [c. '12] N. Y., Grosset & Dunlap $1

McEvilly, Mary A.
To woman from Meslom; a message from Meslom in the life beyond, received automatically by Mary McEvilly; with a preface by Walter Franklin Prince. 22+108 p. D c. '20 N. Y., Brentano's $1.50 n.

Longfellow, Henry Wadsworth
Evangeline; a tale of Acadie; ed. with an introd. and notes by Claude Towne Benjamin. 132 p. front. (por.) D (Merrill's English texts) c. '20 N. Y., C. E. Merrill Co. 55 c.

MacFarlan, Alexander
The curtain: an anecdote. 297 p. D c. N. Y., Dodd, Mead $2 n.
A novel in which the familiar triangle plays a part, with the plot laid in Corsica.

McGilvary, Margaret
The dawn of a new era in Syria; cover design and maps by Lanice Paton Dana. 302 p. front. pls. pors. maps D c. '20 N. Y. & Chic., Revell $2.50 n.

McGregor, A. Laura
Supervised study in English for junior high school grades; [with an introd. by Alfred L. Hall-Quest.] 12+220 p. forms D c. N. Y., Macmillan $1.60 n.

Maniates, Belle Kanaris
Penny of the Top Hill trail; front. by Philip Lyford. 284 p. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap $1

Martin, Charles E.
The policy of the United States as regards intervention. 173 p. O (Studies in hist., economics and public law, v. 93, no. 2, whole no. 211) c. N. Y., Longmans, Green pap. $2 n.
This work is divided into two parts: The formation and development of the policy of non-intervention, and Departures from the principle of non-intervention by the United States.

Martin, Helen Reimensnyder Mrs. Frederick C. Martin]
Maggie of Virginsburg; a story of the Pennsylvania Dutch. 406 p. front. D (Popular copyrights) [c. '18] N. Y., Grosset & Dunlap $1

Masterman, Rev. John Howard Bertram
Aspects of Christian character; a study of the Beatitudes; with an introd. by the Lord Bishop of London. 11+113 p. D N. Y., Longmans, Green $1.25 n.
Ten talks to laymen.

Mayers, Clayton W.
Estimating concrete buildings. 51 p: il. plans forms O (Aberthaw texts) c. '20 Bost., Aberthaw Construction Co. $1; [free to engineers]

Mills, Lewis Sreague
Citizenship and government in the United States. 13+204 p. front. il. pors. maps D [c. '20] N. Y., Hinds, Hayden & Eldredge $1

Miln, Louise Jordan [Mrs. George Crichton Miln]
The feast of lanterns. 304 p. D [c. '20] N. Y., Stokes $2 n.
The story of a beautiful Chinese girl, which reveals the soul of modern China, and in which there is the baffling problem of the meeting of the East and the West.

Montgomery, Robert Hiester
Federal excess profits tax procedure, 1921. 400 p. O c. N. Y., Ronald Press $4 n.
The price of this volume sold together with v. 1., "Income Tax Procedure, 1921," is $10.
New York State income tax procedure, 1921. 450 p. O c. N. Y., Ronald Press $5

Murdock, Victor
China, the mysterious and marvellous. 310 p. front. pls. D c. '20 N. Y. & Chic., Revell $2.50 n.
Published in 1918 under title "Letters by Victor Murdock to the folks at home."

Laing, Gordon Jennings
The genitive of value in Latin and other constructions with verbs of rating. 8+48 p. O c. '20 Balt., Johns Hopkins Press pap. 50 c.

Landon, Mary Louise
The formation of addition compounds between 100 per cent sulphuric acid on the neutral sulphates of the alkali metals; dissertation submitted in partial fulfilment of the requirements for the degree of Doctor of Philosophy in the faculty of pure science of Columbia University. 26 p. charts tabs. O '20 Poughkeepsie, N. Y. [Author], Vassar Coll. pap. priv. pr.

Leete, John Hopkin
The function of the public library in a democracy; [an address delivered by [author], director of the Carnegie library of Pittsburgh, at the annual meeting of the Pennsylvania State Educational Assn. in Philadelphia in December, 1919.] 20 p. D '20 Pittsburgh, Pa., Carnegie Library of Pittsburgh pap. 5 c.

MacGillivray, Alexander D.
The Coccidae; tables for the identification of the suhfamilies and some of the more important genera and species; together with discussions of their anatomy and life history. 502 p. O c. Urbana, Ill., Scarab Co. $6 n.

McEwen, George Francis
Ocean temperatures; their relation to solar radiation and oceanic circulation. 130 p. O Berkeley, Cal., Univ. of California Press pap. $1.50

Newkirk, Garrett, comp.
Lincoln life sketches; in verse and prose. 47 p. D c. '20 N. Y., Duffield bds. $1.25 n.
This work contains many poems by the compiler, and gleanings from Lincoln's letters and addresses.

Nichol, Charles R., and Whiteside, R. L.
Sound doctrine; a ser. of Bible studies for Sunday school classes, prayer meetings, private study, college classes, etc., v. 1. 183 p. D [c. '20] Clifton, Tex., Mrs. C. R. Nichol $1

Nuttall, P. Austin
Nuttall's bijou pronouncing dictionary of the English language; ed. by W. J. Gordon. 639 p. Ff N. Y., Frederick Warne & Co. $1
27,000 words, with pronunciations spelt phonetically.

Oemler, Mrs. Marie Conway
Slippy McGee, sometimes known as the butterfly man. 403 p. D (Popular copyrights) [c. '17] N. Y., Grosset & Dunlap $1

Overton, Grant Martin
World without end. 317 p. D c. Garden City, N. Y., Doubleday, Page $1.75 n.
A tale of the simple folk of towns on the Long Island Coast, where the life of a man has been mysteriously embittered and has cast its shadow over the life of his beautiful daughter.

Owen, Ethel
A year of recreation; twelve suggestive socials, one for each month. 60 p. il. D [c. '20] N. Y. & Cin., Abingdon Press pap. 35 c. n.; 50 c. n.
Suggestions for entertainments for churches.

Palen, Hasbrouck Osterhoudt
The American voter's handbook; a guide to intelligent political action, strictly nonpartisan; read-think-act for the national welfare. 126 p. (1 p. bibl.) O c. '20 Poughkeepsie, N. Y., The Helper Press pap. $1
Designed particularly for women.

Parenoff, Stephen S.
Inside the great conflict; epic on the world's war, politics and love. 123 p. D c. '20 Bost., The Stratford Co. $2 n.
A dramatic satire on the Great War.

Pitkin, Walter Boughton
Must we fight Japan? 11+536 p. maps charts D c. N. Y., Century Co. $2.50 n.
Contents: The crisis and its complications; The situation in Japan; The crisis in Hawaii and California; How to deal with the crisis; Expert opinions on some problems of policy.

Platt, Charles
The psychology of thought and feeling; a conservative interpretation of results in modern psychology. 10+290 p. O c. N. Y., Dodd, Mead $2 n.
A study of the unconscious mind and its relation to our consciousness.

Platt, Charles Davis
Pocahontas and the dawn of our nation; [dramatized lyric version in 5 acts]. 19 p. O [c. '21] Dover, N. J., [Author] pap. 50 c.
The story is based on the facts of the founding of Jamestown, Va.

Putnam, Edward Everett
The reward of patient love and flowers from the garden of thought. 10+108 p. D c. '20 Bost., The Stratford Co. $2 n.
A story of home ties, told in prose and verse.

Reed, Myrtle [Mrs. James Sydney McCullough, Olive Green, pseud.]
The shadow of victory; a romance of Fort Dearborn. 413 p. front. D (Popular copyrights) [c. '03] N. Y., Grosset & Dunlap $1

Reeve, Arthur Benjamin
The film mystery. 379 p. front. D [c. '21] N. Y., Harper $1.90 n.
The story of a moving picture actress who is mysteriously poisoned. The District Attorney assigns Craig Kennedy to the case, whose skill is taxed to the utmost in unravelling the mystery.

Reynolds, Katharine
Green valley; front. by Nana French Bickford. 9+287 p. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap $1

Royds, R.
The testing of motive-power engines; including steam engines and turbines, locomotives, boilers, condensers, internal combustion engines, gas producers, refrigerators, air compressors, fans, pumps, etc.; 2nd ed. 12+392 p. diagrs. O N. Y., Longmans, Green $7.50 n.

Ruck, Berta [Mrs. Oliver Onions]
Sweet stranger; front. by Edward C. Caswell. 336 p. D '21 c. '20-'21 N. Y., Dodd, Mead $2 n.
The double love story of two sisters, known as the "temperamental twins."

Sabin, Frances Ellis
Classical associations of places in Italy. 512 p. il. pls. maps O c. Madison, Wis., [Author], 405 N. Henry St. $5
This volume was announced as "The Romans and places in history." The author is assistant professor of Latin, University of Wisconsin.

National Industrial Conference Board
Problems of labor and industry in Germany. 65 p. O (Special report no. 15) '20 N. Y., Nat. Industrial Conference Bd. $1

National Map Co.
New standard map of Europe; showing new nations and the new boundaries. 50 x 49 in. Indianapolis, Ind., National Map Co., 32 E. Georgia St. pap. $4; $7.50 [spring roller]
New standard map of the United States; [including counties, principal cities, waterways, lakes, mountains, railroads, distances and index of over 6,000 names, giving population and key to location on the map, etc.] 62 x 42 in. Indianapolis, Ind., National Map Co. pap. with rollers $4; cloth backed $7; bds. $16.50

Neuman, Fred Gus
The story of Paducah. 104 p. front. il. pors. O c. '20 Paducah, Ky., Young Pr. Co. $1.50 n.

Pardee, Joseph Thomas
Phosphate rock near Maxville, Granite Co., Montana. various paging tabs. fold. map O (Dept. of the Interior, U. S. Geol. Survey, bull. 715-J) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Reama, Herman H.
The cleaning and electro-plating of metals; a manual of information and instruction written for the benefit of the electro-plater and those interested in the art of electro-plating. 116 p. tabs. diagrs. il. pls. D [c. '13-'18] N. Y., Oakley Chemical Co., 22 Thames St. pap. gratis

Redfield, Arthur Huber
Foreign graphite in 1919. various paging (2 p. bibl.) tabs. maps charts O (Dept. of the Interior, U. S. Geol. Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Saunders, Mrs. Alta Gwinn, and Creek, Herbert Le Sourd
The literature of business. 16+513 p. (7 p. bibl.) O c. '20 N. Y., Harper $2.25 n.
Selected articles on the profession of business, the business letter and related principles of business.

Saunders, Charles Greatley
Rabbit and cat diseases. 9+121 p. D (Veterinary medicine ser., no. 13) c. '20 Chic., American Veterinary Pub. Co., 9 S. Clinton St. $2 n. bxd.

Scovil, Elizabeth Robinson
Wee folks from the Old Testament in words of one syllable. 63 p. col. front. col. il. S c. '20 Phil., Altemus bds. 50 c.

Sheldon, Remembrance
The story of Remembrance Sheldon; transcribed from the original manuscript by Matilda S. Hyde. 14 p. front. O c. '20 Deerfield, Mass., Olde Deerfield Doll House pap. 40 c.

Simpson, Robert
The bite of Benin; "where many go in but few come out." 345 p. D (Popular copyrights) [c. '03] N. Y., Grosset & Dunlap $1

Standard Statistics Company
Securities prices as of March 1, 1913. 202 p. D '21 c. '20 N. Y., Standard Statistics Co., inc. $6 n.

Steigman, B. M.
The pertinent Wagnerite. 127 p. D c. N. Y., T. Seltzer bds. $1.50 n.

Simpson, Eugene
St. Olaf choir history. 160 p. O [c. '21] Minneapolis, Minn., Augsburg Pub. House $1.50

Stockley, Cynthia
The claw; a story of South Africa. 449 p. front. D (Popular copyrights) [c. '11] N. Y., Grosset & Dunlap $1

Taylor, Joseph Judson
The god of war. 255 p. D [c. '20] N. Y. & Chic., Revell $2 n.

Thayer, Mary Dixon
The intellectuals; a friendly satire; il. by Stuart Hay. 191 p. front. D [c. '21] Phil., Dorrance & Co., 308 Walnut St. bds. $1.75 n.
Partial contents: Adopt a new member; Occasionally agree; Create a frenzy; Stalk celebrities; Visit widows and orphans.

Tilden, William T., 2nd
The art of lawn tennis. 11+175 p. front. pls. D [c. '21] N. Y., Doran $2 n.
Instructions for the novice, the good player and the expert by the World's champion and winner of the tennis championship in the United States for 1920.

Tolstoi, Leo Nikolaievich
Posthumous works; tr. by Archibald J. Wolfe; 3 v. 309; 336; 310 p. D (Russian author's library) c. '20 N. Y., International Bk. Pub. Co., 5 Beekman St. $6 n.
Short stories and plays.

Trent, William Peterfield, and others
The Cambridge history of American literature; in 4 v.; Later national literature, pt. 2, and pt. 3. 10+6+872 p. O c. N. Y., Putnam ea. $5 n.
Partial contents: Book 2, Mark Twain; Later poets [T. B. Aldrich, E. C. Stedman, Richard Hovey, J. W. Riley, and others]; The later novel: Howells; Newspapers since 1860. Book 3, Economists; Scholars; Popular Bibles; Book publishers and publishing; Non-English writings [German, French Yiddish].

Underhill, Evelyn [Mrs. Stuart Moore]
The essentials of mysticism and other essays. 7+245 p. D N. Y., Dutton $3 n.
Partial contents: The essentials of mysticism; The mystic as creative artist; The education of the spirit; Three mediaeval mystics; Mysticism in modern France.

Unwin, A. Harold
West African forests and forestry. 527 p. il. Q '21 N. Y., Dutton $20 n.

Webb, W. T.
How to write an essay; with sample essays and subjects for essays; new and enl. ed. 7+224 p. D N. Y., Dutton $1.60 n.

Williamson, George C.
The miniature collector; a guide for the amateur collector of portrait miniatures. 11+308 p. (10 p. bibl.) col. front. il. pls. D (Collector ser.) N. Y., Dodd, Mead $2.50 n.

Wilson, Harry Leon
Ma Pettengill. 324 p. D (Popular copyrights) [c. '19] N. Y., Grosset & Dunlap $1

Wolf, Lucien
The myth of the Jewish menace in the world affairs; or, The truth about the forged protocols of the Elders of Zion. 53 p. D c. N. Y., Macmillan bds. 50 c.

Schultz, Alfred Reginald
Oil possibilities in and around Baxter Basin, in the Rock Springs uplift, Sweetwater Co., Wyoming. 107 p. pls. tabs. (part fold.) maps (part fold.) (Dept. of the Interior, U. S. Geol. Survey, bull. 702) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Stoddard, B. H.
Gems and precious stones in 1919. various paging (1½ p. bibl.) O (Dept. of the Interior, U. S. Geol. Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Sweet, William Henry
A history of Methodism in northwest Kansas. 3+546 p. pls. (part fold.) por. O c. '20 Salina, Kan., Kansas Wesleyan University $2.75

U. S. National Museum
Annual report of the Board of regents of the Smithsonian Institution; showing the operations, expenditures and condition of the institution for the year ending June 30, 1920; report of the U. S. National Museum. 210 p. front. pls. tabs. O Wash., D. C., Gov. Pr. Off., Supt. of Doc.

Vieby, John [Thorleif, pseud.]
Direct action; a one act play. 31 p. D South Bend, Ind. [Author], pap 50 c. n.

Woofter, Thomas Jackson, jr.
Negro migration; changes in rural organization and population of the cotton belt. 195 p. (5½ p. bibl.) tabs. maps O c. '20 N. Y., W. D. Gray, 106 7th Ave. pap. $1.50

Zoline, Elijah N.
Federal criminal law and procedure; 3 v. O c. Bost., Little, Brown buck. $30 n.

The Publishers' Weekly

62 West 45th Street, New York

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In Zones 6, 7, and 8 and Canada $6.50
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Advertising copy must reach us Monday noon—earlier if proof is desired out-of-town. Forms close Wednesday night.

Under the headings of "BOOKS WANTED" *and* "BOOKS FOR SALE" *subscribers are charged* 15c *a line (no charge for address); non-subscribers* 20c *a line, address extra. Bills for this service will be rendered monthly. Objectionable books are excluded as far as they are noted.*

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] *after their firm name. The appearance of advertisements in this column, or elsewhere in the* WEEKLY *does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.*

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY *is not responsible for errors. Parties with whom there is no account must pay in advance.*

Under "HELP WANTED" or for other small undisplayed advertisements, the charge is 20 cents a nonpareil line. No reduction for repeated matter. Count seven words to the line.

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Two Valuable Library Lists for Publishers

We have a limited number of copies of two newly compiled lists of Special Libraries (those established in business offices, institutions, etc.). One contains the addresses of 246 in the City of New York; the other has addresses of 107 in Philadelphia and vicinity. We offer copies of the two for $1.00.

The Publishers' Weekly

Rare Books, Autographs and Prints

SEVERAL hundred American broadsides, including many important and hitherto undescribed items, selected from various consignments, will be sold by the Heartman Auction Company, Inc., March 5, at Rutland, Vt. The sale also includes rarities relating to the American Revolution, California, Abraham Lincoln and the North American Indians.

Booksales had a bit of a rest during the middle of the month owing to important art sales which monopolized the attention of the large auction houses. The week now ending has seen a revival of activities with three or four sales a day some of the time.

The exhibition of the memorabilia to be sold for the aid of the fatherless children of France, February 28, at the American Art Galleries has been thronged since it was opened. If interest during an exhibition is any criterion the sale will be a memorable one.

Selections from several private libraries, including that of Emerson Chamberlain, books sold to close the estate of a New York collector, and duplicates from the library of the military order of the Loyal Legion were sold at the Anderson Galleries, February 14, 15 and 16. Altho these consignments contained many desirable books there were few rarities. Prices averaged well for such material altho there were many attractive opportunities for the dealer and private buyer.

The distinctively literary weeklies and monthlies of the type common twenty-five years ago have almost passed out of existence. The *Literary World*, the *Critic*, the *Book-Buyer*, after rendering most efficient service, one after another, found their constituencies disappearing and were obliged to discontinue publication. In England the tendency is in the same direction. The *Athenaeum*, after ninety-four years service to the cause of good literature, long a favorite with book lovers, has ceased to exist —has lost its individuality in the *Nation* with which it has been consolidated.

Selections from the library of Anthony J. Drexel, Jr., of Philadelphia, with additions, will be sold at the Anderson Galleries, March 1 and 2. This sale includes colored plate books of the rarer class, sporting books, library sets, rare and beautiful bindings, with a collection of original drawings by William Blake, John Leech and Thomas Rowlandson. The rarest item in the sale is a copy of W. M. Thackeray's "Illustrations to the Surprising Adventures of Three Men" privately printed "For Presentation Only" and in all probability issued shortly after Thackeray left college. This copy is one of three known at the present time.

By way of celebrating the centenary of the death of Napoleon, which occurs May 5, 1921, C. Lacour-Gayet, member of the French Institute, is writing a definite history of the French Emperor. The biography is being prepared under the auspices of the Comité du Centenaire, of which Marshal Foch is the president. Marshall Joffre says in the preface: "It is a work which all Frenchmen should read since it was the principles of military strategy devised by Napoleon that were applied in the great war and with the result that civilization was not allowed to disappear from the face of the earth."

The Congressional Library is fast approaching the size of the French National Library and the British Museum, and its reference readers already number as many as those who visit the national libraries in Paris and London. In many respects it stands first among the great libraries. For instance, its collection of music is the largest in the world. Developed for the needs of the serious investigator—composer, critic, historian, conductor—it is rendering signal service to such investigators in America. No other institution affords such complete facilities for the study of the modern opera.

The late John P. Woodbury was an intimate friend of Edwin Davis French, the famous book plate engraver, and the artist gave to the famous collector a large number of proofs and special prints of his plates, in various states and varieties. This collection came by inheritance to his son, John Woodbury, who has generously presented the whole of it to the American Antiquarian Society. The collection contains specimens of all of French's work, with the exception of a single plate. French stands at the head of bookplate designers and engravers of the last half century, and this gift is a very important addition to the large collection owned by the American Antiquarian Society.

A very rare and interesting book, seven hundred years old was recently placed in the library of the University of Pennsylvania to be translated. The price of it is $100,000, and it is insured for an even larger sum. It is the property of Dr. Wilfrid U de Voynich, an exile from Poland; it will be deciphered and translated by Dr. William Romaine Newbold. The book is a manuscript of Roger Bacon's the famous English philosopher and scientist of the Middle Ages. Bacon's scientific theories and discoveries were so far in advance of his times that he spent twenty years of his life in prison, accused of dealing in black magic. His chief claim to fame was the discovery of the magnifying glass.

The most astounding news still continues to come from Russia. The London *Times*

has already noted the nationalization of printing, publishing, selling, and more recently the ownership of books. Scholars are no longer permitted to own their own libraries and the accumulation of a life time, in many cases of writers and specialists, have been taken over by the government and partially or wholly destroyed by the ignorant officials. It is quite probable that this action by the Soviet Government will result in a general exodus of scholars and specialists to other countries. Already the writings of many Russian authors are marked for destruction; just how widespread this will be it is impossible to tell. One thing seems certain Russian life and letters will be seriously affected for a long time.

The first editions of Paul Verlaine, especially the small limited editions printed on Japanese and Dutch hand-made papers, are much in demand in Paris and are bringing high prices. Last month the following prices were realized: "Poems Saturniens," 3100 francs; "Fêtes Galantes," 710 francs; "Sagesse," 1555 francs; "Parallelment" (a set of proofs), 1505 francs; "Confessions," 1010 francs; and "Chair," 1235 francs. Edmund Clarence Stedman once said that he could never read of the high prices Poe first editions were bringing without thinking what a god-send even a fraction of the money would have been to the struggling poet. The same thought applies to Verlaine whose life was one of destitution and suffering.

The first mathematical book published on the Western Continent was Juan Diez's "Sumario Compendiso," printed in Mexico in 1556. A fac-simile of the first edition is being published by Ginn & Company. Diez was a companion of Cortez in the conquest of Mexico and undertook the work primarily to assist those who were engaged in the buying of the gold and silver which were being taken from the mines of Peru and Mexico for the further enrichment of the moneyed class and the rulers of Spain. He felt that he could best serve this purpose by preparing such a set of tables as should relieve these merchants from the necessity of computation. Apparently, however, he was prompted by the further demand for a brief treatment of arithmetic which should be suited to the need of apprentices in the counting houses of the New World.

Thomas E. Kirby, president of the American Art Association, declares that New York is now the art capital of the world. New York's establishment in this position came early in the war. According to Mr. Kirby, "just as soon as foreigners saw that successful sales could be made in the United States, New York was made the outlet for the chief centers of the world. . . . There were two reasons. First of all Americans had money with which to buy art, while in Europe money had to be used for other purposes. Then the differences in exchange made it highly profitable to sell in this country. I remember one sale involving $1,000,000 where the profit was over $250,00. I know another sale at which the exchange profit amounted to $50,000. In these cases the European dealers could have afforded nominally to have sold their collections for not more than they paid. The difference in exchange would have given them abundant profit. The result of this has been that Italy, France and to some extent England have sold many of their historic pieces. . . . This country has become a treasury of art. Private collections and museums have both been enriched." F. M. H.

Auction Calendar

Tuesday afternoon and evening and Wednesday afternoon, March 1st and 2nd, at 2:30 and 8:15. Colored plate books of the rarer class, sporting books, library sets, rare and beautiful bindings from the library of Anthony J. Drexel, Jr. (No. 1563; Items 741.) The Anderson Galleries, 489 Park Avenue, New York.

Friday afternoon and evening, March 4th. The Charles Romm collection of first editions, manuscripts and authors' inscribed copies of esteemed 19th century and modern English and American writers, including among others of note Whitman, Wilde, Moore, Conrad, Galsworthy, O. Henry, Bierce, Garland, London, Kipling, Hearn, Stevenson, Carman, Crane, Shaw, LeGallienne, Lang, James, Field, Harte, Burroughs, Clemens, Emerson, Howells, and Harris. (Items 757.) American Art Association, Madison Square South, New York City.

Catalogs Received

Americana, art, history, biography, fine sets, etc. (No. 5; Items 1344.) T. O. Cramer, 1321 Grand Ave., Kansas City, Mo.

Books on decorative illustration and printing as a fine art. E. Weyhe, 710 Lexington Avenue, New York.

Livres anciens et modernes. (No. 324; Items 632.) G. Lemallier, 25, rue de Chateaudun, Paris, France.

Nieuwsblad voor. (No. 8.) P. Bausch, Bureau: Heerengracht 124/8, Amsterdam, Holland.

Portraits cut on wood, many of them contemporaneous impressions from the times of Granach and Holbein; also, signed proofs of a group of Century Magazine engravers, including Timothy, Cole, Henry, Wolf, T. Johnson, etc. (Items 461.) Goodspeed's, 5a Park St., Boston, Mass.

Rare books and fine bindings. Himebaugh & Browne, Inc., 471 Fifth Ave., New York City.

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The Weekly Book Exchange

Books Wanted and for Sale

BOOKS WANTED

Aldus Book Co., 89 Lexington Ave., New York

Cabell, Jurgen, any ed.
Cabell, any 1st eds. of.
General History and Collection of Voyages and Travels, Robt. Kerr, Edinburgh and London, 1824.
Suetonius, Aurelius Victor, Augustan History, Dion Cassius.
Mrs. Shillaber's Cook Book, 1887.
Stith's History of Virginia.
Index to Stith's History of Virginia, Morgan Poitiaux Robinson.
Original List of Persons of Quality who went from Gt. Britain to American Plantations, 1600-1700, John Camden Hotten, N. Y., Bouton, 1874.
History of Dartmouth College, 1892, Chase.
La Pudique Albion, Hector France.
Herndon's Life of Lincoln.
Chinese Dictionary, J. A. Goncalves.
Menchen, Barrie, Saltus, Locke, any firsts.
Bierce, Beerbohm, any firsts.
Yellow Book and Savoy, any odd vols.

Am. Baptist Pub. Soc., 1107 McGee St., Kansas City

Complete set Beacon Lights of History, 15 vols.

Am. Baptist Pub. Soc., 223 Church, Toronto, Ontario

History of the Baptist, Dr. Armitage.

John R. Anderson, 31 W. 15th St., New York

Field, A Passing of Mother's Portrait.
Field, Romance of an Old Fool.

W. H. Anderson Co., 524 Main St., Cincinnati, Ohio

Maine's Popular Government.

Augustana Book Concern, Rock Island, Ill.

Handbook of Biblical Difficulties, Tuck Cave.
The Inspiration of the Old Testament, Pierson.
The Inspired Word.

Bailey's Book Store, Vanderbilt Sq., Syracuse, N. Y.

Robert Ingersoll Complete Works, set.
Gibbs' Soul of the War.
Return of Peter Grimm, 3 copies.
Jack Hall, Grant, 3 copies.

William M. Bains, 1213 Market St., Philadelphia

Cone, Man Who Pleases and Woman Who Charms.
Descartes Methods, Discourses on.
Glaspell's Fidelity.

G. A. Baker & Co., 144 E. 59th St., New York

Dunlop Society, No. 2, Dunlop's The Father.
Dunlop Society, No. 3, Opening Addresses.

Thorne Baker, 45 William St., New York

Science from an Easy Chair, 2 vols., Ray Lankaster.
History of Creation, Ray Lankaster, second-hand; state condition and price.

Baptist Standard Pub. Co. 1015 Main, Dallas, Tex.

Psychological Phenomena of Christianity, Cutter.
Psychology of the Christian Life, Warner.

Barnies' Bookery, 727 E St., San Diego, Cal.

Barber's Checkers on the Cross.
Chaney's Astrological Key to Life & Primer.
Chess Men.
Corning, Poultry Books.
George, M. M., Stories in Season.
Livres et Journaux pur Sanc, Demi Sang Courses, Haras.
Motley, J. L., Merry Mount.
Strong's Concordance, Loizeaux, Oto.
Winston's, Illustrated Classics, Flexible Red.
Young, Wm., Wishmaker's Town.
Any Rev. F. W. Faber, Newman, Vaughan.

Barnie's Bookery—Continued

Blake, Chas. D., Harmonized Melodies.
Bound Ephemeris, 1876-1916.
Derby, Phoenixiana.
Cook, T. A., History English Turf.
George, Llewellyn, A to Z, Horoscope Delineator.
Horse Journals, bound.
Munice, Four Epochs of Life.
Peake, Hedley, Chariots of the Flesh.

Beacon Book Shop, 26 W. 47th St., New York

Life of Tchaikowski, large or small ed., Lane.
Nathan, Another Book on the Theatre, Huebsch.

C. P. Bensinger Code Book Co., 19 Whitehall St., N. Y.

A B C 5th A1 Telegraph Code.
Pocket Edition Western Union, Universal.
Any American-Foreign Language Code.

W. Beyer, 207 Fulton St., New York

Cable, Strange True Stories of Louisiana.
Muret, Sanders Dictionary.
Wells, Outline of History.
Meyers, Konversations Leikon.

The Bibliopole, 55 St. Marks' Place, New York

Biographies of Socrates, Alexander the Great, Aristotle, Caesar, Napoleon, Voltaire, Michael Angelo, Leonardo DaVinci.
Brandes, William Shakespeare.
Humorous Hits and How to Hold an Audience.
William Jennings Bryan's Speeches.
Grizot's Civilization.
Fables of LaFontaine.
Sterne's Sentimental Journey.
Homer's Odyssey.
Dante's Inferno and Paradise.
Cervantes, Don Quixote.
Swift's Gulliver's Travels.
Goethe's Faust.
Heine's Reisebilder.

The Bobbs Merrill Co., Indianapolis, Indiana

The Way to the West, Emerson Hough.
The King of Gee Whiz, Emerson Hough, and W. D. Nesbit.
The Story of Live Dolls, Josephine Scribner Gates, original quarto ed.
Patroon Van Volkenberg, Henry Thew Stephenson.

E. R. Boyer, Bourse Bldg., Philadelphia, Pa.

Napoleona only; can procure any item; send wants;

Brentano's, Fifth Ave. & 27th St., New York

Johnson, C. F., Shakespeare and His Critics, Boston, 1909.
G. Wise, Autograph of Wm. Shakespeare, etc., Philadelphia, 1869.
Browne, G. H., Notes on Shakespeare's Versification with a Short Bibliography, Boston, 1884, or later ed.
A Memorial of John, Henry and Richard Townsend and their descendants, New York, W. A. Townsend, 1865.
Pedigree of the Family of Townsend, with wills and notes relating to the family, edited by Reginald Stewart Boddington, privately printed, London, Mitchell & Hughes, printers, 1881.
Shakespeare as a Lawyer, Franklin F. Heerd, Boston, 1883, Bankside Restoration Society, New York Shakespeare Society.
Lewis, Charlton M., The Genesis of Hamlet, N. Y., 1907.
Snider, D. T., System of Shakespeare's Diaries, St. Louis, D. J. Jones, 1877.
Descendants of Thomas Dickenson, Chicago, 1897.
House of Cobwebs, Gissing.
Siam, Lotti.
Cook Book, Lowney.
Eve's Ransom, Gissing.

BOOKS WANTED—Continued

Brentano's—Continued

e Whirlpool, Gissing.
The Odd Women, Gissing.
Ventures into Verse, Mencken.
Night Vision of the Bible, March.
Star Land, Ball.
Gates of Kamt, Orczy.
God in His World, an interpretation.
Geneso Precious Stones of North America, Kuny.
History of Mr. Polly, Wells.
What a Salesman Should Know About Advertising, Apsley.
Lords of the Soil, Jocelyne Cuffee.
Indian Giver, Hawell.
Book of Flowers, Hardy.
Bliss Carmen's trans. of Sappho's Poetry.
Romance, Sheldon.
Shrine of Silence, Frank.
New Epoch, Marison.
History of Dartmouth College and Town of Hanover, pub. 1892.
Art of Worldly Wisdom, Gracian.
God's Light as it Came to Me.
John the Unafraid.
Modern Mystic Way.
Life and the Way, Moyomdar.
Harmonics of Evolution, Huntley, 2 copies.
Comte de Gabatis, 2 copies.
Last of the Jonisary, Janvier.
Overland Express.
Addison Broadhurst or Master Merchant, Mott.
Water Fowl Family, Sanford.
French Revolution and English Poets, Hancock.
Browning, Chesterton.
Oppressed Eng. Co., Hay.
Tommy Cateret, Forman.
God and His Creatures, trans. Rickley, Aquinas.
Washington's Reception by the Ladies of Trenton.
Bird Book, Reed.
Tracks and Tracking, Brunner.
Serio Comic Profession, Bekker.
Culture by Conversation, Waters.
How Nature Study Should be Taught, Bigelow.
Nature Study and Related Literature, McGovern.
Nature Study Idea, Bailey.
Biology of the Seasons, Thompson.
Insects, Their Life, History and Habits, Baston.
Plant Physiology, 2nd ed., Ganong.
Living Plant, Ganong.
Elements of Physics, vols. 1, 2, 3, Nichols.
Religio Medical Masquerade, Peabody.
Military History of Wayne County, containing Hist. of Alexander Stewart.
World Organization, Bridgman.
The Veiled Woman.
From India to the Planet Mars, Flournoy.
Book on Astronomy, Wallace.
The Meredith Pocket Book, Allabone 5 Bks. in limp leather.
The Judge, Block.
Life of Carlyle, Froude.
Philosophy of Law, Kant.
Latest Anglers' Manual.
Bransford in Arcadia, Rhodes.
American Students, Blackstone.
Waldorf Cook Book, Oscar.
Rock Gardens and How to Make Them.
The Bible Interpreter, ed. Hitchcock.
Buck Parvin and the Movies, Van Loan.
One Braver Thing, Dehan.
The Guest at the Ludlow, Nye.
What to Read.
Christianity and Mythology.
Essays Towards a Critical Method.
Letters on Reasoning.
Montague and Shakespeare.
Pagan Christ.
Patriotism and Empire.
Molly Maguire, Pinkerton.
Memoirs of Cardinal de Retz.
Women of the French Renaissance, Sichel.
French Revolution, Taine.
Chinese Porcelain and Pottery, Hobson.
Porcelain, Gorer and Blaker.
History of Ulster County, J. Gould.

Brentano's, F and 12th Sts., Washington, D. C.

Legge, Empress Eugenie and Her Son.

Brentano's—Continued

Hay, Oppressed English.
Brown, Cabells and Their Kin.
Lancaster, Historic Homes and Churches of Virginia.

Bridgman's Book Shop, 108 Main, Northampton, Mass.

In the Forest, Foster.
The Haunted and the Haunters, B. Lytton.
Masquerador, Thurston.
Tenants of the Trees, Hawkes.
Democracy, Henry Adams, pub. Holt.
Esther, Henry Adams, pub. under name of Frances Compton.

Albert Britnell, 815 Yonge St., Toronto, Canada

Mason, O. T., Origin of Invention, Scribner.
Paulin, George, The Struggle for Existence, Scribner.
Potts, Rev. J. H., The Golden Dawn or Light on the Great Future, about 1884.

Foster Brown Co., 472 St. Catherine W., Montreal

Locomotive Operation, Henderson.
Rhyme? and Reason?, Lewis Carroll.
Marvels of Fish Life, Francis Ward.
Handbook of Chemical Enginecring, Davis, 2 copies.
Bait Angling for Common Fishes, Louis Rhead.
The Fine Art of Fishing, Samuel G. Camp.
The Pilot Fish.
Citizen of the World, good ed.
French Revolution, Carlyle, Sullivan illustrations.
Democracy, a novel, Henry Adams.
Volumetric Analysis, Sutton.
Princess Cassassima, Henry James.
Damnation of Theron Ware, Harold Frederic.
Gloria Mundi, Harold Frederic.
Una May.
Marven and His Boy Hunters.
Esperanza, Bowman.
The Good Girl, O'Sullivan.
Library of Humor from Punch.
The Universities of Europe in the Middle Ages, Rashdall, 2 vols.
Flyfishers' Entomology, Ronalds.
Selous, A Hunter's Wanderings in Africa.
Agriculture Note Book, Primrose McConnell.
Jurgen, Cabell.
Canadian Banking System, Eckhardt.
Life of Sir Robert Hart, Miss Bredon.
Woman, Her Position, Influence and Achievement Throughout the Civilized World, designed and arranged by W. C. King.
The Beginnings of New England, John Fiske, cloth, vol. 2 of the 8 vol. set, History of American Colonies.
Dame Julian Beinas's Treatise on Fishing with an Angle.

Frank C. Brown, 44 Bromfield St., Boston, Mass.

Halford's Modern Development of the Dry Fly.
Marbury's Favorite Flies and Their History.
Andrew Jackson Davis' Works, 29 vols.
Bacon, E. M., The Connecticut River.

Brown, Thomson & Co., Hartford, Conn.

Who's Who Among the Ferns, leather, Beechroft, pub. Moffat, Yard & Co.

Brown University Library, Providence, R. I.

Hazelton, Geo. C., & Benrimo, J. H., The Yellow Jacket.
Schnitzler, Arthur, Playing with Love.

Cadmus Book Shop, 312 W. 34th St., New York

Atkinson, An Ulster Parish, being a History of Donaghcloney, 1898.
Conspectus of History.
Maine Historical Soc., 2nd series, vols. 5, 9, 10, 11, 12, 13.
Colonial Society, Mass., vols. 2, 19.
Bernard of Abington, vols. 1, 2.
C. J. Fox, Russell.
Washburn, Judicial Hist. Mass.
Walpole, Reign Geo. II.
Life of Sir Wm. Pepperell, Parsons.
History of England, Massey.
Life Otis, Tudor.
American Thought, Riley.
Fight for Canada, Wood.

BOOKS WANTED—Continued

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Reports on Cases, J. Quincey.
Historical Digest, Provincial Press, Weeks & Bacon.
Parables from Nature, Gatty.
Life Sheridan, Moore.
Chesterfield Letters, 1st ed.

Campion & Co., 1313 Walnut St., Philadelphia, Pa.

Chesterton's Blake.
Grandgent, Dante.
Foster, Century of American Diplomacy.

M. E. Carlton Co., Flint, Mich.

Isle of the Winds, S. R. Crockett.
Red Acts, S. R. Crockett.

C. N. Caspar Co., 454 E. Water St., Milwaukee, Wis.

Amundsen, Northwest Passage, 2 vols.
Wood, Dictionary of Quotations.
Linn, Golden Gleams of Thought.
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Pike, Morals and Dogma.
Auto Engineering, vol. 1 only, black cloth.
Raymond, Essentials of Zesthetics.
Wallas, Human Nature in Politics.

Central Book Co., 93 Nassau St., New York

Minor's Institute, vol. 3, part 2.
Taylor's Science of Jurisprudence.
Lorimer, Institutes of Law.
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Science and Health, 1st to 50th eds.
C. S. Journals, complete and odd nos.
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Chamberlain Bros., Pittsfield, Mass.

Among the Pines, Kirk.

George M. Chandler, 75 E. Van Buren St., Chicago

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Trench, On Woods.
Stoddard, South Sea Idyls.
Rupert Brooke, A Memoir, Marsh.
Melville, Redburn, Omoo, Moby Dick, White Jacket.
Flecker, J. E., Collected Poems.
Longfellow, Whittier, Holmes, Blue & Gold ed.
Haldane, Conduct of Life.
Voynich, Jack Raymond.
Hunter, History of North Carolina.
Roosevelt's Works, Dakota ed., 24 vols.
Ricci, Louis 16th Furniture.
Pliny, Natural History, vol. 1, Bohn.
Mahan, The Archko Volume.
McCabe, Evolution of the Mind.
Tom Jones, vol. 2, Macmillan, Eng. Classics.
Herndon's Lincoln, 3 vols.
Head, A Notable Law Suit.
Harnack, The Sayings of Jesus.
Guest, Edgar, Breakfast Table Chat.
Goldstein, I., Jesus of Nazareth.
FitzGerald, Letters and Literary Remains, 3 vols.
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Dunton's Letters, Prince Soc.
Courtship of Leonardi DaVinci.
Cole, Cost Accounting for Institutions.
Clifford, Rugs of the Orient.
Chase, Owen, Loss of the Essex,
Catalogue Raisonne, Doves Press.
Brandes, Main Currents, 6 vols.
Bourrienne, Napoleon, 3 vols., Bentley, 1885.
Birrell, Obiter Dicta, 2nd series.
Birrell, Men, Women and Books.
Ashton, Mark, Jezabel's Husband.
Jusserand, Literary History, vols. 2 and 3.
Saintsbury, Literary Criticism, 3 vols.
McCaleb, Aaron Burr Conspiracy.
Halford, Development of the Dry Fly.
Dumas, My Memoirs, 6 vols.
Dawes, Nix's Mate, about 1840.
Bullen, Denizens of the Deep.
Woodbridge Records, New Haven, 1883.

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Smith, Elinor, Songs of Life and Nature.
Shepherd, Historical Atlas, Holt.
Stephen, Free Thinking and Plain Speaking.
Wallace, Fairies and Things.

Chicago Public Library, Chicago, Ill.

Caverly, R. B., History of the Indian Wars of New England.
Cleaver, C., History of Chicago from 1833-1892.
De Hass, W., Indian Wars of Western Virginia.
Drake, S. G., Particular History of the Five Years' French and Indian War.
Duganne, A. J. H., Fighting Quakers.

City Library Association, Springfield, Mass.

Camp, Fine Art of Fishing.
Crabtree, First Belgian Hare Course of Instruction, 2 copies.
Dockrell, Law of Mental Domination.
Eggleston, Recollections of a Varied Life.
Ferguson, Garrison's Finish.
Goldston, Tricks and Illusions.
Harris, Hints on Advocacy, 1911.
Int. Lib. of Tech., vol. 54, Mechanical Drawing; vol. 148, Pencil Charcoal.
Jackson, Persia Past and Present.
Loughead, Quick Cooking.
Lyon, Colonial Furniture of New England.
McClure, Anecdotes of Abraham Lincoln.
Probyn, Italy, 1815-1878, Cassell.
Morfill, Grammar of Polish Language.
Moody, Great Divide.
Pushkin, Translations from Pushkin, Low.
Scott, Tales of a Grandfather, vol. 2, Scotland.
Viaud, India, trans. by Inman.
Walter, Peeps at Many Lands; Russia.
Weldon's Fancy Costumes.

R. F. Clapp, Jr., Albany, N. Y.

Lands and Their Omens in Galloway, P. H. McKeile.

Arthur H. Clark Co., Caxton Bldg., Cleveland, Ohio

Norris, Vandover, the Brute, Doubleday, N. Y., 1914.
Sarchet Genalogy.
Edinburgh Review, vol. 155.
Warren, Memoirs of West.
Washington, Geo., Life of, Marshall, 1 vol., school ed.
Winslow, Insanity of Crime and Passion.
Kip, Early Jesuit Missions in N. A.
U. S. Natl. Museum, Bull. 50, any parts.
Clarke, Fitting Sheep for Show Ring and Market.
King, Fort Frayne.
Browne, Religio Medici.
Metal Industry, vols. 1-5, vol. 6, nos. 5, 8.
Wyoming, any books, etc., on.
Poetry, any privately printed items.

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Agassiz, Louis, Lake Superior.
Oberlin Evangelist, 1839 to 1859.
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Wisconsin Historical Collections, vols. 22, 23, 25.
Symonds, A Problem in Greek Ethics.
Symonds, A Problem in Modern Ethics.
Wilkes, An Essay on Woman.

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Dental Directory, 1919 or 1920.
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Our Race, Totten.
All Among the Lighthouses, Batchellor.
Argosy, Jan., 1898.
Science and Art of Phrasemaking, Brown.
Turner's Golden Visions, Lewis Hind, Dodd, Mead.
Si Klegg and His Pard.
Divine Pedigree of Man, Hudson.

Columbia University Library, New York

Gale, H., Psychological Studies, H. W. Wilson, 1900.
Doane, G. W., ed., Remains and Memoir of the Rev. Charles H. Wharton, 1834, 2 vols.

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Literature, American ed., new series, vols. 1, 2, Harper, New York.
Encyclopedia Britannica, Handy volume ed.

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Dartmouth College Library, Hanover, N. H.

Brown, D. W., Commercial Power of Congress.
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Davis' Bookstore, 36 Vesey St., New York

The Hudson, Lossing.
Life of Christ, Tissot.

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Occasional Thoughts, Horace Seaver.
Speeches, James I. Wilson.

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Williams, Science of Happiness.

Detroit Public Library, Detroit, Mich.

Arvine, Cyclopedia of Anecdotes of Literature and the Fine Arts.
Skehan, Practical Police Work.

Fred M. DeWitt, 1609 Telegraph Ave., Oakland, Cal.

Jepson, Flora of the Middle West.
Abraham, Complete Mountaineer.
Magellan's Voyage Round the World, pub. Clark, Cleveland.
Questioned Documents, Osborne.
History of New York Shipyards, Morrison.
Argonaut Stories, pub. S. F., 1906.
Archo Volume, 2 copies.
Carleton, One Way Out.
French, Advertising.
Hamilton, Materials and Methods of Fiction.
Austin, Lost Borders.
Royce, The Passing of the American.
Tassin, The Magazine in America.
Norris, The Octopus, uniform ed., 2 copies.
Some Merchants and Sea Captains of Old Boston.
Other Merchants and Sea Captains of Old Boston.

Dixie Business Book Shop, 41 Liberty St., New York

Margraff, A. W., International Exchange, 4th ed., 1912.
Brokerage Accounts, Todman, Ronald Press.
Choice and Chance, Witworth.
Critical Examination of Our Financial Policy During Southern Rebellion, Newcomb.
Economic Crises, Jones.
Machinery of Wall Street, Selden.
Overproduction and Crises, Rodbertus.
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Barber, John Warner, Conn. Historical Collections.
Beerbohm, Max, More; Yet Again; Works; Second Childhood of John Bull; Happy Hypocrite, 1st eds.
Bunner, H. C., Poems, 1st ed; Stories, 1st and 2nd series, 1st eds.
Burdett, Margaret Mongrieffe.
Castle, Agnes and E., Bath Comedy; Incomparable Bellairs.
Flaubert, G., Set in English containing Juvenlia, Dream of Hell and Smarh.
Graham's American Monthly Magazine, any years.
Grant, Allen, Evolution of Italian Art, formerly pub. by Wessels.
Lucas, Swan of Litchfield.
Martineau, H., History of the Peace, vol. 1, Boston, Walker, 1864.
Margraff, International Exchange.
Mason, Miranda of the Balcony.
Moore, G., Modern Lover; Mummer's Wife; Drama in Muslin; Mike Fletcher; Confessions of Young Man; An Irish Gentleman, preface by Moore, 1st eds.
Prescott, Prescott Memorial, Genealogical Memoir of Prescott Families in America.
Pyle, Howard, 1st eds.
Speculum Amantis, 1895, ed. by A. H. Bullen.
Stevenson, R. L., Life and Letters of, Thistle ed.
Tallentyre, Friends of Voltaire; Women of French Salon.
Two in Sicily.
Valentine Manuals before 1852, must be complete.

Alex. Eakin, 3958 Sacramento St., San Francisco, Calif.

History of Calif., Hittell, vol. 4, sheep.
Overland Monthly, vol. 8, 1st Series, half calf.
Eldorado. Taylor, vol. 2, 1850.
Human Personality, Myers, vol. 2, 1903.
History of England, Lecky, vol. 7, cl.
The American Revolution, Treveylan, part 2.
E. A. Poe's Works, vol. 2, cl., 12mo, 1850.
Letters of Md. Sevigne, vols. 1 and 7, 1810.
Mark Twain, A Bio. Paine, cl., vols., 1, 3, 4.
History of Church, Schaff, vol. 5, pts. 1 and 2.
Hastings' Dict. of Bible, vol. 5, half lea.
Clarke's Commentary, vol. 1, Royal 8vo.
Cooley's Blackstone, 4th ed., vol. 2, sheep.
Letters of J. R. Lowell, Norton, vol. 2.
The Expedition of Lewis & Clark, Hosmer, vol. 1.

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Anderson's Constitutions (Masonic), 1723, or other eds.
Dillman, Across the Wheat.
Garland, The Little Norsk, 1892.
Mrs. Geo. E. Spencer, Calamity Jane, 1876.
Old Masonic books.

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Life of the Universe, Arrhenius; condition.

Goodspeed's Book Shop, 5a Park St., Boston, Mass.

Arabian Nights, trans. by Fitzgerald, 2 vols., Lane.
Arrow, Simon, Count Fanny Nuptials, 1907.
Bates. Week Away from Time.
Beardsley. Sketch of Wm. Beardsley.
Benson, E. F., Dodo; Dodo's Daughter.

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Club of Odd Volumes, any titles.
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Dixon, Thomas, The Southerner.
Doniphan's Expedition, 1848.
Downing, Landscape Gardening, 9th ed.
Gregg, Commerce of Prairies.
Griffis, Lily Among Thorns.
Hare, Walks in Paris, Macm. ed.
Holme, Studio, Modern Woodcuts and Lithos.
Holmes, O. W., Authorship of Shakespeare.
Howe, Hist. Col. of Va., 1845 or 1852.
Ireland, Hist. N. Y. Stage.
James, Henry, Bibliography of, by Phillips.
Kelley, Hall J., Circular to persons migrating to Oregon, 1831; Geog. Sketch of Oregon, 1830 or '31.
Lord, Chancellors of England, Lives of, Estes, Lauriat, cloth, vols. 4 and 5.
Lover, Samuel, Poems.
Ludlow, Dramatic Life as I Found It.
Lyons, Colonial Furniture.
Mabie, H. W., Works and Days, Dodd, Mead.
Mass. Hist. Soc. Proceed., series 2, vol. 6.
Melville, Moby Dick, old ed.
Mosse, J. L. J., Pewter Plate, 1910.
Mt. Desert, Hist. of, by Street.
Myers, F. W. H., Human Personality.
Nicholson, Twelve Portraits, Russell.
Niles, Bog-Trotting for Orchids.
Norris, American Angler's Book.
North Carolina, Hist. of, by Martin.
Penn. Archives, series 2, vols. 8 and 9.
Peters, Pioneer Life.
Peyrouse, Voyage Around World, Boston, 1801.
Pratt, Hist. Eastham, Orleans, etc.
Prior, M., Poems on Several Occasions, Cambridge, 1905.
Rhodes, E. M., Good Men and True.
Rosenkreuz, C., Fraternity of True Brothers.
Rowley, Mass., Settlers of, 1887.
Smith, Gertrude, Queen of Little Barrymore St.
Scott, Hist. English Sounds, Oxford Univ. Press.
Shoberl, Frederick. Persia, Philadelphia, 1828.
Taylor, Bayard, Eldorado, 2b., 1850.
Thoreau, Cape Cod, illus. by Watson, vol. 2 and set.
Treves, Cradle of the Deep.
Virginia, Hist. of, by Burk.
Wah ho Toyo, or Trail to Taos.
Walker, Williston. Ten New England Leaders.
Wallace, J. W., Sketches of Wm. Bradford, Philadelphia, 1876.
Wyatt and Chambers, Beo-Wulf.
Genealogies, Atwood, Boston, 1888; Beardsley, 1902; Bisbee, 1876; Hoyt, 1871; Ipswich Emersons; MacFarlane, 1893; Neff gen.; Porter, Descend. of John, 1882; Root gen.; Soule gen.; Southworth, 1905.

Gotham Book Mart, 128 W. 45th St., New York

Masters, Spoon River Anthology, 1st ed.
Uncle Tom's Cabin, 1st ed.
Rea, P. M., Directory of American Museums of Art, History and Science, Buffalo Society of Natural Sciences.

The Grail Press, 712 G St., N. E., Washington, D. C.

With the Adepts, Hastyman.
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Mysticism of Colour, Bruce.
Ravelette, Randolph.
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Peter Grimm.
Thousand Miles of Miracles.

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Edward Legge, Empress Eugenie and Her Son.
Edward Legge, Edward VII in His True Colours.
Edward Legge, More About King Edward.
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Gubbins, Dictionary of Chinese-Japanese Words.
Lay, Chinese Characters for the Use of Students of Japanese.

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Norman Duncan's The Way of the Sea, Revell.

F. B. Hartranft, 450 Asylum St., Hartford, Conn.
Mayflower Descendant, set or odd vols.
Genealogies, Clark, Webb, Pierce.
Harvard Classics, cloth.
Rhoad's Hist. of U. S.
Mitchell, D. G., Fudge Papers; The Lorgnette, in parts.
Bullet and Shell.

R. E. Hartwig Co., 210 Book Bldg., Detroit, Mich.
Winds of Destiny, O. Henry Series, 1916, 1st ed.

Harvard Co-operative Society, Cambridge, Mass.
Brown, New Skating.
Bartholomew, Atlas of World Commerce, Scribner.
Brown, Elements of Figure Skating.
Hill, History Diplomacy in International Development of Europe, 3 vols., Longmans.
Andrews, Apocryphal Books of the Old and New Testament, Century Bible Handbooks, vol. 5, Doran, 1909.
Thackeray, Relation of St. Paul to Contemporary Jewish Thought, Macmillan, 1900.
Harvard Crimson, 1876-1880.
Harvard Advocate, 1876-1880.
Peter Pan A. B. C., Hodder and Stoughton.
McTyler, History of American Literature, 2 vols.
Little, My Lady of the Decoration, Century.
VanDyke, Out of Doors in Holy Land, Scribner.
Any publications of State Constitutional Conventions.
Am. Constitutions, Thorpe, 9 vols.

H. R. Hass, 5105 N. Robey St., Chicago
Dictionary of English Phrases with Illustrative Sentences, Kwong Ki Chin, 1881.

Hazen's Bookstore, 238 Main St., Middleton, Conn.
A Thousand Years of Hubbard History.

H. Heckman, 250 Third Ave., New York
Craftsman Book 3, vol. 10.

Ernst Hertzberg & Sons, 1751 Belmont Ave., Chicago
Thackeray, Vanity Fair, vol. 2, ill. Lib. ed.
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Stevenson, Thistle ed.
Kipling, Outward ed.
Irving, 40 vols.
Thomas Paine, 10 vols.

Walter M. Hill, 22 E. Washington St., Chicago
Poetevin, Petits Poetes, francais depuis Malherbe, 1864.
Emerson's Essays, 1st and 2nd series.
Melliers, Physical, etc., Descriptions of St. Helena, 1875.
Lively, True Chronologie of Times of Persian Monarchie, 1597.
Plan of the House of Man Sir, The, Dr. Cabel.
Mercantile Marine Atlas.
Johnson, History of Pyrates.
Cabell, Gallantry.
Forests, Great, any books on great forests.
Snymth, Collection of Papers on Psychics.
Carpenter, From Adam's Peak to Elephinta.
Bacbum and Cadell, The Detection of Forgeries.
Main, Treasury.
Pitt, The Younger-Rose.
Brastrow's Representative Modern Preachers.
Brooke, Life and Letters of Frederick W. Robertson.
James Huneker, 1st eds.
Dumas' Works, vol. 17 Lib. Lim. ed., Little, Brown.
Henry James, 1st eds.
Piatt, Idylls and Lyrics of the Ohio Valley.

Himebaugh & Browne, 471 Fifth Ave., New York
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Ring and the Book, Browning, 2 vols.
Return of She, pub. Grosset.
Spirit of Bambatse, pub. Longmans.
The Serpent, Arthur Avalon.
The Kiss and Its History.
Kamasutra.
New Zealand, Black.
Portrait History of Lincoln, Brady.
Literary Anecdotes and Illustrations of Literary History, John Nichol, 17 vols.
Bibliographical Decameron, Dibden.
Peasant Art of Scandinavia, pub. Lane.
Peasant Art of Hungary, pub. Lane.
The Translation of a avage, Sir Gilbert Parker.
Royal Helps to Royal Living, M. W. Richardson.

Hochschild, Kohn, Howard & Lexington, Baltimore
St. Nicholas Magazine for June, July, August, September, October and November, 1915.
St. Nicholas Magazine for June, July, August, September, October and November, 1916.
Remington Reproductions in Color, bound or in sheets.
Taine's History of English Literature.
La Belle's Nivernaise, Daudet, in English.
Two Years in a Forbidden City, Princess Dee Lung.
Heritage of Langdale, Alexander.
Lost World, Doyle.
Physical and Industrial Training of Criminals, H. D. Wey.
L. W. Moore, His Own Story.
Life Sentence, N. W. Burgess.
Fifty Years of Prison Service, Brockway.
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Legal Photography, P. R. Brown.
Forgery and Its Detection and Illustration, Ames.
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Days of My Years, M. McNaughton.
Enemies of the Underworld, O'Sullivan.
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Detective Guide to Success, Woolridge.
Twelve Years a Detective, Woolridge.
Twenty Years a Detective in the Wickedest City in the World, Woolridge.
American Sherlock Holmes, Woolridge.
Enforcement Laws in Cities, B. Whitelock.
Land's End, Wm. H. Hudson.
Ventures into Verse, Mencken, pub. Marshall Beck & Co.
George Bernard Shaw, His Plays, Mencken, John W. Luce & Co.
Philosophy of Friedrich Nietzscre, Mencken, 1st ed.
A Doll's House, Little Eyolf, the Flayers, Ibsen, edited by Mencken.
Appreciation of Architecture, Caffin.
Old Fogy, His Musical Opinions and Grotesques, 40 Songs by Huneker.
Creole Cook Book, pub. New Orleans Times-Picayune.
Lost World, A. Conan Doyle.
Song-lore of Ireland, Fernleaf Mason.
The Descendants of William Boarman, Thomas. 1890(?).

Paul B. Hoeber, 67 E. 59th St., New York
Balfour.
Treatise on Comparative Embryology, London, 1881.
Christian Herter, Bacterial Infections of the Alimentary Tract.

W. B. Hodby, 214 Stanwix St., Pittsburgh, Pa.
Second Penna. Geological Survey, vol. 10.
Influence of Sea Power Upon History, Mahan.
Popular Oil Geology, Zeigler, 1st ed.

Paul Hunter, 401½ Church St., Nashville, Tenn.
Reed's American Law Studies.
Lilliengecrentz's The Thrall of Lief the Lucky.
Lilliengecrentz's Tre Ward of King Canute.
Britannica, 11th ed., Cambridge ed.

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Lord, Beacon Lights of History, vol. 3 of 1912 (16 vol. rev. ed.) ed.

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Vade Mecum and Trout, 3rd ed., Tolman.
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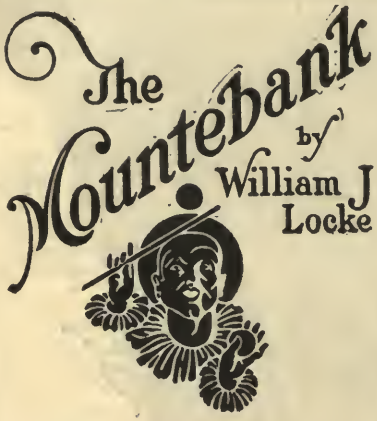

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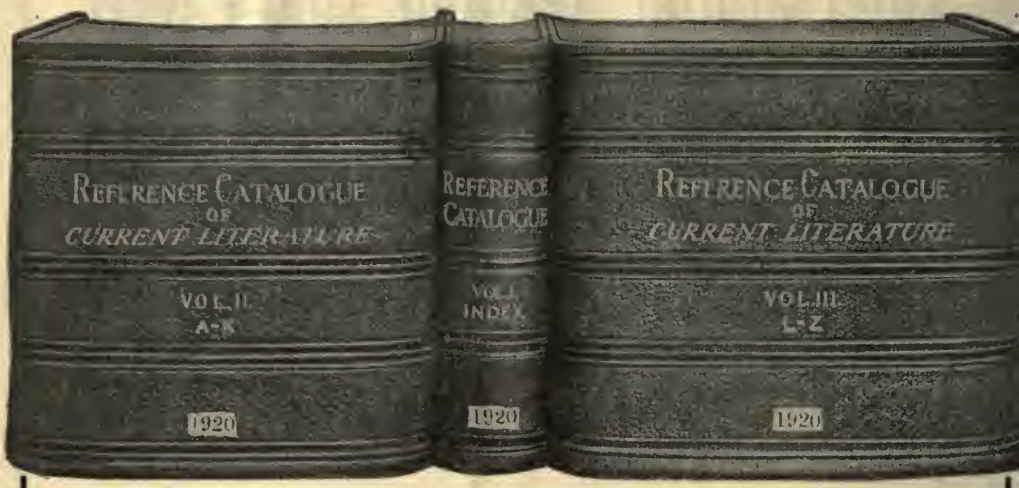

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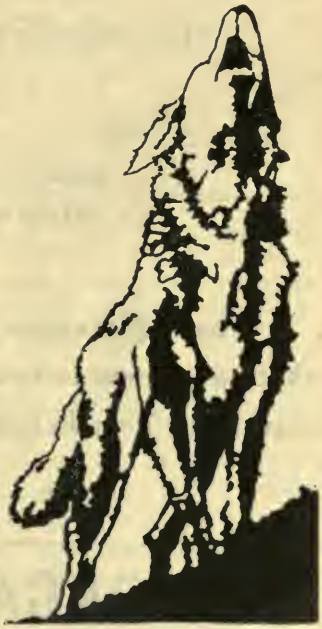

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TO THE TRADE

GENTLEMEN:

"MEET MR. STEGG"

"HE'S ALWAYS INTERESTING"

KENNETT HARRIS, WHO'S WRITTEN THESE TALES OF THE OLD BULLWHACKER

"GETS THE REAL TANG OF THE WEST IN HIS YARNS"
BOSTON POST

"PUTS IN CHOICE BITS OF HUMOR"
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"HAS WRITTEN A MASTERPIECE OF THE OLD TIME WEST"
CINCINNATI STAR TIMES

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MARCH 17th !

PUBLISHED BY
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The Publishers' Weekly
FOUNDED BY F. LEYPOLDT

March 5, 1921

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Business Barometers

IF the facts and figures gathered by banks and Chambers of Commerce as to the general trend of American business are used by the retailer in helping to give proper direction to his selling efforts, they are an invaluable guide. If such figures, however, give to the retailer a feeling that there is flood and ebb to business so great in its proportions that he himself has no control over the situation, the figures will become a misfortune rather than a help.

In the book business the average consumption is so low that the aggressive dealer can easily expect to continue to make his business grow by steady work without being continually watching for the rise and fall of the national barometers.

The present year will be a very real test of this attitude on the part of the bookseller. The country has gone thru a severe readjustment. Business is in a puzzling condition, and, while it has now steadied, there is no reason to suppose it will immediately surge back to the condition of nine months ago, but the year is to produce and is already producing books of decided value and selling possibilities, and good merchandising is producing results.

A good example of what can be done is shown in a report recently received from the Stewart & Kidd Bookstore. The retail department decided that it could better its March totals by making a concentrated drive on the Lansing book which comes out the last of the month. It has done this by the use of the telephone, ringing up customer after customer with a carefully prepared story about the importance of the book. Already the store has increased its order on this book from one hundred to three hundred copies and is hoping to make it five hundred. This same telephone method is an old, well-known way of increasing business and can be applied to any book whose importance is obvious.

Book Department Service

WRITING for the *Retail Public Ledger* on "The Problems of Adjusting Department Expense," Paul Findlay says of the grocery department, "Groceries in most department stores fail to pay direct revenue and are regarded as drawing cards to be accorded a liberal concession on their actual expenses, which concession is distributed over profitable departments in a manner determined by a study of the benefit derived by each of them. The grocery department keeps the store in the mind of the public three hundred days in the year, a decidedly desirable thing in the plans of a store manager, while purchases of clothing, crockery or furniture are usually not more than semi-annual occasions. The grocery department, too, gives the impression that the store is prepared to give a full and complete service to the most common needs of a community."

In another direction the managements of the best stores are endeavoring to give the impression that their place of business is a public institution of solid importance as well as a place for mere buying and selling. For this reason provision is made for exhibits, often for group meetings, and for public drives whose purpose have a sound place in the community's interest. For this same reason the book department is taking on an increased importance as a service department. The stores that have book departments are usually the most substantial and best established in the community, and the managers appreciate that intelligent service on books is a genuine benefit to their clients and that books are really an extensive university, taking their place in line with the most respected institutions in the city: the school and the library.

Some stores are giving even further emphasis to the service importance of their book department by placing near it the other departments the information desk, "Ask Mr. Foster," telegraph and post office. Such a conjunction of departments seems a natural one to the public, which instinctively connects these service interests together and credits the store with a fine public effort.

A SECOND-HAND book-shop in New York has used the sign "Empty Your Purse Into Your Head."

Invaluable Trade Tool

AFTER an eight years' interval, the Whitaker's English "Reference Catalog of Books in Print" is again available. This set is too well known among the older booksellers and libraries to need description, but many bookstores that have developed in recent years, or whose business with England has been increasing, may need to understand its plan and value.

In this country the "Trade List Annual," or collection of all publishers' catalogs, is made annually, so that each year the bookseller or library has for reference the complete set of up-to-date catalogs with prices. These catalogs are not indexed, but when the publisher is not known his name is traced thru the series of "United States Catalogs" with their cumulated supplements. In England, the publishers' catalogs are only put in collected form once in four years, and, on account of the war, there has been no collection bound and issued since 1913.

As they are published, they form two large volumes each almost as thick as the well-known "Trade List Annual" of this country, tho with a smaller page size. With these two volumes is issued a third book of something over one thousand pages, which supplies a complete index to every book mentioned. As there is nothing published in England that corresponds to our "United States Catalog," such an Index as this is invaluable. There is both author and title listing, and by means of it an American bookseller, having a demand for a book not published in this country, can immediately ascertain as to whether the book is in print in England, and who publishes it and the price. Such prompt information is greatly appreciated by many customers, and the work is a trade tool without which the larger bookstores would not wish to do business.

The new edition was announced for 1920, but, owing to continuous delay in the publisher's hands on account of the difficulty of getting publishers to get their revised lists in shape, the set has only this week come thru the American Custom House, and is supplied to the trade and to libraries thru the office of the PUBLISHERS' WEEKLY, which has been the American agent for a number of years.

In looking over the index, it is interesting to note the many changes that have taken place in the English book-trade since the Catalog was last published. Some firms have disappeared or have been dissolved, and a large number of catalogs are included that were not present when the collection was last made. Among the new catalogs are those of: Allman & Son; Bale, Sons & Danielson; A. Brown & Sons; Thornton Butterworth; H. F. W. Deane & Sons; A C. Fifield; Gresham Publishing Co.; Leopold B. Hill; Holden & Hardingham; Iliffe & Sons; Medici Society; A. R. Mowbray & Co.; Oldhams; S. Rentell & Co.; Martin Secker; Selwyn & Blount; Swartmore Press; Alex Thom & Co.; University of London Press. It is interesting to note that about a dozen American publishers have English houses so well established that their catalogs are included in the English collection as well as the American. This includes such firms as Appleton, Lippincott, Putnam, Wiley, Revell, Heath, Ginn, and American Book Company.

Library Lectures

THE Library School of the New York Public Library is, as previously announced in the PUBLISHERS' WEEKLY, holding a series of talks on Thursday evenings at eight o'clock. Publishers, librarians, booksellers and their friends are invited to these lectures. The lectures to be held in March are:

March 10. "How to Choose Books on the War for Libraries with Limited Funds," Dr. Herbert Adams Gibbons, author of "The New Map of Europe" and "France and Ourselves." Round Table led by Esther Johnston, Branch Librarian, The New York Public Library.

March 17. "The Industrial Plant Library and How It Can Be Encouraged," Ida Tarbell, editor and author.

March 24. "Suggestions to the Children's Librarian from Modern Education," Dr. William H. Kilpatrick, Professor of Education, Teachers College. Round Table led by Earle Rugg, Teachers College.

March 31. "Some Books Dealing With the Present Social and Industrial Problems," Corrine Bacon, editor of the "Standard Catalog" series. Round Table led by Miss Bacon.

Midland Authors at McClurg's

MEMORIES of the famous Amen Corner which Eugene Field used to preside over at McClurg's are revived by the announcement from John M. Stahl, President of the Society of Midland Authors, that McClurg's has offered the Society a home on the second floor of the Wabash Avenue building. The Society will have a light and pleasant corner, and a stenographer will be available for the use of members. This will be especially useful to writers coming to Chicago from out of town. The Society holds its monthly luncheons at The Cordon, Chicago, and last month had Sinclair Lewis and John Drinkwater as its guests of honor. Among other guests were Sherwood Anderson, Emerson Hough, O. P. Heggie of the Happy Go Lucky Company, and Fanny Butcher. Mr. Drinkwater spoke of the success of "Main Street" as one of the indications of the development of a really native American literature.

Correction

THE Weekly Book Record of last issue spoke of Henry Aikman's "Zell" (Knopf) as a novel based on a story that had appeared in *Argosy*. This is an error, as the story, which has so promptly caught the attention of the critics, has no relation to any previous work. Mr. Aikman's first short story appeared in the *Argosy*, and his first novel "The Gropper" was published by Boni & Liveright.

Export of U. S. Books to Latin-America

By Waldon Fawcett

"ONE of the very best lines of long-range business that has come to my notice consists of the production in the United States of school books in the Spanish and Portugese languages for export to Latin-America. Appleton has made gratifying headway in this quarter and several other North American publishers now show a disposition to follow in its footsteps. But the opportunities of the market are almost limitless. This is a line in which the character of the books, or the subject matter, rather than any narrow considerations of copyright confers a distinct advantage upon publishers in the United States. With school books, as with technical works, moreover, the United States publisher need have no heed for the competition of the Leipsic publishers and other complications that are involved with standard or popular fiction."

The speaker was an official of the Pan-American Union at Washington who has recently returned from an extended tour of the other Americas. His estimate of the promise in the outlook for United States books in Latin-America is infinitely more significant than the optimism of the executives of our own Department of Commerce. For, be it realized, the Pan-American Union is an agency for closer commercial, social and political relationships between the twenty-one republics of the New World, and its officials are supposed to voice an impartial, composite sentiment. This latter aspect was, indeed, emphasized in this current expression when the Pan-American specialist voiced, in contrast to prevailing impression, the conviction that the world war has not been responsible for widening the Latin-American market for United States-made books. The unfolding situation, as he appraises it, is a natural evolution.

Not Fiction

Dominance, in the export situation, of the Latin-American outlets for the products of Yankee presses is taken for granted at Washington. In the interest of the PUBLISHERS' WEEKLY, the writer sought to sound various governmental officials and international trade authorities upon the world-wide demand for books bearing United States imprint. But they would have none of it,—none of this generalization, that is to say. The average official trade observer at Uncle Sam's headquarters can see nothing, these days, thru his bookish spectacles but this hemisphere. It is not that he esteems other export fields less but that he is the more impressed by what he conceives to be the exceptional openings in Latin-America. He concedes, does your Federal trade scout, that post-war conditions in Europe should stimulate the sales of certain classes of United States books on the continent and he has heard that United States publishers are well satisfied with the recent co-operative effort for the extension of trade in the Orient. But, for the time being at least, the governmental prospector for book-trade insists that the sun is rising in the south.

To dispel, forthwith, all unwarranted illusions, it must be stated that the more conservative authorities who have, as public servants, studied the situation, do not look for any sudden or sharp increase in the Latin-American demand for United States fiction, printed in English. The rapidly-growing United States colonies in leading Latin-American cities will be responsible, to be sure, for a measure of development and so, likewise; should be the turning of cultured Latin-Americans from French and Spanish standards to United States ideals in art and literature, even as they are turning to Yankee ideals in personal attire and household appointments.

Practical Books

This latter trend is counted upon, tho, to manifest itself to publishers in the United States less markedly in a demand for volumes of fiction than by a quickened quest by South American publishers for the rights of translation. Opinion is almost unanimous in the quarters canvassed at Washington that the South American rights for United States novels will command better prices in future. Indeed, there is a suspicion that some Yankee publishers would have been less complacent in the past had they realized how extensive has been the circulation in the other Americas of translations of North America's best sellers put out by publishing houses in Argentina, Chile, Brazil, etc. Especially has there developed in the land of tomorrow a hearty appetite for United States detective stories. The Pan-American official above quoted, declared that it is his belief that a certain class of detective stories of United States origin has attained even wider sale in South America than in North America.

Technical books, meaning, if you please, not merely engineering and scientific works but likewise practical volumes on business and agriculture, yea and popular handbooks on home building and interior decoration—herein do we find, according to the estimate at Washington, the destiny of the export section of the United States publishing industry. It is a sphere, happily, in which United States book makers are not compelled to reckon with the lower costs of production in European printing plants. Likewise is the specter of language present in only a subordinate degree. If expectations of sale justify a United States publisher in putting out editions of a technical

work in Spanish and Portugese, well and good, but he is reasonably assured that, in this new era, there will be a demand in Latin-America even tho his reference work appears only in English. Perhaps there might be cited, as a figurative straw, to show the direction in which the wind is blowing, the proportions of the sale in Latin America of the most recent edition of the Encyclopedia Brittanica.

An inventory by qualified Latin-American specialists at Washington of the influences that are favorable to the extension of inter-American book-trade may prove constructive to United States publishers as indicating the incentives to interest upon which they have opportunity to react. Not to administer too severe a shock, it must be confessed that the trade observers and advisers, as with one voice, accord first place among the agencies of book propaganda, to the United States motion picture. The Yankee motion picture gets credit for dictating prevailing fashions in masculine and feminine attire in the other Americas and for inculcating new ideas of comradeship between the sexes. Is it strange, then, that this same inspiration should awaken a new appreciation of United States literature?

Book publishers may be all the more mystified by the potency of the motion picture as a literary missionary when they are told that, for the most part, the screen dramas that have been exported to Latin-America do not constitute what are accounted, here in the United States the best examples of the art. Comparatively few of the great "feature" films have yet found their way to the South and Central American circuits. Instead, Latin-America is enjoying an unbalanced diet of the "cowboy" and "wild Western" type of picture. But, withal, it is inspiring, perhaps by the law of contrasts, a deep admiration in Latin America for the virility and rapid movement of United States stories, and this interest is already reflected in a desire to form closer acquaintance with the literature from which the motion pictures are supposed to have sprung.

Movies and Farming

Nor is the influence of the Yankee motion picture confined to the field of fiction. The so-called educational, industrial, and agricultural films produced in the United States are going to the other Americas in considerable quantity and we have, herein, according to the appraisal at Washington, a factor that is on a par with the new-found influence supplied by the establishment in various Latin-American countries of branches of United States educational institutions. In one quarter at Washington there is a theory that latter-day demand in Argentina and elsewhere for United States books on agricultural subjects may be traced, in part at least, to the films that depict Yankee practice in rural industry. There have been purchased for circulation in South America considerable numbers of the educational and demonstrational films prepared by the United States Department of Agriculture. South America is confronted by many of the same problems of cereal production and stock raising that are present in the United States. But the films requisitioned have not been restricted to a narrow range but have embodied picturizations of everything from poultry raising to road building. And the sequel is found in the demand for the literature on these same subjects.

Second in importance perhaps as a "feeder" of United States book demand in Latin-America is the recent tremendous increase in the number of United States periodicals printed in Spanish and Portuguese and the growth of their Latin-American circulations. Any book publisher who has had an opportunity to see the list lately compiled by the Latin-American Division of the United States Bureau of Foreign and Domestic Commerce must have been impressed by its proportions. If the roster of periodicals produced in the United States for consumption in Latin-America were composed largely of fiction magazines, some book publishers might feel that their influence was merely competitive. As a matter of fact, however, this branch of export publishing is, save for a few monthly reviews and fashion publications, confined to class, trade and technical journals. That this periodical literature in Spanish and Portuguese is nurturing a desire for books on the part of serious readers in Latin-America is attested by the fact that calls are already coming to the United States for volumes that will preserve in permanent form valuable series of articles that have appeared in the specialized press.

Distribution

Book publishers who have written to Washington for information regarding the Latin-American market have usually been warned that, owing to the high percentage of illiteracy in portions of South and Central America, they must not employ the same ratio of demand to population that might be warranted in the United States. To the same end these publishers have been cautioned that the facilities for retail book distribution are not on a par, thruout the lower continent, with corresponding resources in the United States. And they have, in all candor, been admonished that Latin America cannot match North America in its free, circulating libraries, albeit the bookman may be surprised by the number of special libraries, as, for example, the libraries of engineering societies and technical associations.

With due cognizance, however, of all these limitations, the trade advisers in the government service are prone to find ultimate, deep significance for the United States book-trade in the extent to which the intellectual classes in virtually all the Latin-American countries are turning from European to United States models and measures of quality. As evidence of the realignment we find English supplanting French as the "second language" of the

Latin-Americans. New York has replaced Paris as the goal of the shopper and vacationist. More meaningful than all else is the circumstance that a goodly proportion of the young people who seek education abroad are coming to the United States. That, to be sure, is due in part at least to the fact that the young men are, in obedience to the spirit of the age, turning to the engineering professions. But whatever the instigation, the result seems bound to be beneficial to the United States book-trade.

It goes without saying that if other United States librarians follow the example of F. B. Spaulding, who has gone to Peru as organizer of libraries for the Peruvian Department of Education, there will be created a potent, permanent influence favorable to the importation of books from the United States. Stimulus should likewise be given to the Latin-American demand for United States books if Director Cruz of the Chilean National Library is enabled to carry out his project for an exchange system that would not only break down the insularity from which a number of the Latin-American nations have heretofore suffered in matters bookish but would give retail distribution to all United States books whose publishers were willing to send them on consignment. Improvement of parcel post facilities that has already set in, following the new United States shipping policy, notably the establishment of direct steamer service between New York and ports on the west coast of South America, is counted upon to contribute its share to the inter-American book-trade. And, with United States domestic postage rates applicable to mail for a majority of Latin-American countries, we have elimination of the "short-paid" postage evil, one of the small thorns of long-distance exploitation of United States books which has long given a great deal of trouble.

The Boy Scout and The Bookstore

By John T. Hotchkiss of J. K. Gill Co., Portland, Ore.

NATIONAL Boy Scouts' Week in Portland thoroly convinced even the most skeptical that there is in the lives of boys to-day an influence that cannot but bring about a better and higher type of manhood and citizenship. Surely it is a hopeful sign for the future, when in a city the size of Portland, twenty-three hundred bright-eyed, clean thinking boys promise upon their honor to live up to the Boy Scout oath and obey the Scout laws.

The week of February 6th to 12th found these lads wearing the Scout insignia and engaged in activities that brought home to the public in general, something of the meaning and the potentialities of the great Boy Scout movement. Because the Boys' and Girls' Own Book Shop, of the J. K. Gill Company, heartily endorses activities which promote the welfare and happiness of children we celebrated the week with all the zest of our young friends.

Our advertising space in the several local papers was devoted to the printing of the program for the week which was as follows:

Sunday, Feb. 6th: Boy Scout Troops Attend Church.—Sermons are to be preached on boys' welfare. Troops in uniform are to attend church services, act as ushers, take up the collections and otherwise participate in the services.

"Monday, Feb. 7th: Father's Day.—Principal feature is the Father and Son Banquet.

"Tuesday, Feb. 8th: Mother's Day.—All Boy Scouts are to do a good turn for mothers." [Note: needless to say the boys were enthusiastic in their response and lightened many a mother's load and made many a mother's heart proud of her son and of his participation in the Boy Scout movement.]

"Wednesday, Feb. 9th: Recruiting Day.—Every Boy Scout to secure at least one new recruit.

"Thursday, Feb. 10th: Community Good Turns. The different Scout Troops are assigned to do a specific good turn for the community in which they live. For instance, one troop is to pick up all the pieces of broken glass, boards with nails in them and other things thruout the entire district.

"Friday, Feb. 11th: Scout Rally. Anniversary rally in the evening at 7:30." [Note: this was an occasion which the Boy Scouts will remember for a good many years to come. The troops came in bodies bringing their banners and flags. It was the most enthusiastic meeting of the kind ever held in the city, with a splendid program of moving pictures, songs and speeches.]

"Saturday, Feb. 12th: City Good Turn. All Boy Scouts on the street in uniform ready and looking for good turns to do."

The Boys' and Girls' Own Book Shop, with but little regard to labor and expense, entered heart and soul into the spirit of the week and in every possible way co-operated with the Chief Scout executive and his Scout Masters.

Under the supervision of Mrs. Mable Harris, in charge of the Book Shop, a floor space of 2,500 square feet, was changed as if by magic into a forest of fir trees, and sweet scented cedars. Graceful traceries of pussy willow branches stood out against the clusters of shining Oregon Grape and slender sword ferns, while several fine American flags and many gay troop banners hung from points of vantage and made splashes of color that gave a jolly air of festivity.

The haunting odor of burning wood from where a Scout was producing fire by friction, was redolent of memories of camp suppers

and of thin blue smoke rising thru spicy woods, and helped carry out the illusion of a forest enchanted.

A Recruiting Booth in the midst of this magic forest was in charge of two Boy Scouts of persuasive tongue, and quickly became the center of attraction for many envious youths not yet entitled to wear Boy Scout uniforms. So earnest were these young recruiters that had the list been open to men and women who gathered about, they, or so they laughingly declared, would have signed up without delay.

The Subscription Booth, where subscriptions to *Boys' Life*, the official Boy Scout magazine, were taken at a special rate, and where sample copies of the magazine were given away, was another gathering point for parents as well as for boys. The several Scouts in charge of this booth were also most convincing, as the number of subscriptions testify.

Trails leading from these attractive booths, half hidden but provocatively displayed, disclosed various treasure stores for the explorer—here a table piled high, but not too high, with attractive books on boys' hobbies, books for stamp collectors, books for boys interested in electricity, wireless, astronomy, bugs and birds, and for boys who want to make money, books on the care of hens and rabbits.

Another table particularly good from the standpoint of sales was stacked with the Boy Scout Year Book, the Boy Scout's Books of Stories. the Boy Scout Manual, and the Boy Scout Diaries.

Books edited or recommended by Franklin K. Mathiews filled another artistic table and brought a response not only in increased sales but in the interest exhibited on the subject of better Boy Scout books.

Again thru the green the eye was caught by a dash of color, red and white and blue. Not only does that Aladdin of Modern Magic, the bookseller, celebrate National Boy Scout Week, but also February, *America Month,* the birth month of Lincoln, of Washington, of Daniel Boone, and of Longfellow. So here then was a real treasure table—rich with books telling of the boyhood and lives of great Americans, and of America's part in the history of the world.

Even in the continuous rain crowds stood in front of the show windows, for these were as beautiful and woodsy as the Book Shop.

Cards bearing such legends as "You can help make your boy a good Scout," "The Boy Scout Oath" and "The Boy Scout Law" were suspended from the branches of firs, while the moss covered floors bore displays of Scout equipment and Scout books.

Every afternoon the window demonstration of knot tying and first aid work of bandaging, artificial respiration, fireman's drag, etc. was so successful that the sidewalk was blocked and the perspiring but kindly officer, whose duty it was to keep a passageway, was a busy man. Thousands saw and approved Boy Scout activities as demonstrated in the show windows, and to many was brought home for the first time the splendid character of the movement.

The observance of National Boy Scouts' Week is one that the Boys' & Girls' Own Book Shop commends heartily, and it ventures to make the suggestion that with the co-operation of the local Scout executive and Scout masters, who will interest their troops, Boy Scout Week can be made an immense success for booksellers who by their active participation can not only do a "good turn" for the Boy Scout movement but also one for themselves.

What Business Men Are Reading

AN interesting approach to the subject of the reading of business men and a valuable indication of the increasing importance with which reading is regarded by important men is indicated by the new series of articles to begin in the *System Magazine* for March under the title of "What Business Men Are Reading."

The editors of *System* have found that capable business managers with whom they are in correspondence, are now giving especially serious study to every possible phase of business as given in books in order to meet the new conditions that are developing. They have made arrangements with seventeen prominent men to send in monthly suggestions as to the books that have interested them most. From these suggestions and from letters received there will be issued each month a symposium on business books indicative of the subjects most to the front and the books that are meeting the needs. In the first appearance of this material there is a discussion of the following volumes:

Economic Conditions of Europe After the Napoleonic Wars. By S. H. Clapham.
Co-operation in Agriculture. By G. Harold Powell.
The Outline of History. By H. G. Wells.
Influencing Men in Business. By Walter Dill Scott.
The Labor Party and Its Policy. By Sir Lynden Macassey.
Elements of Marketing. By P. T. Cherington.
Personnel Administration. By Ordway Tead and H. C. Metcalf.
Imagination in Business. By Louis F. Deland.

The men who have consented to stand as an Advisory Board are the following:

Bernard M. Baruch.

C. R. Frederickson, President, The American Art Works.

Dr. Wesley C. Mitchell, Columbia University Economist.

E. F. Gay, President, New York *Evening Post.*

Frank A. Vanderlip, Banker.
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Atlantic City In May

THE dates of May 10th-12th are getting pretty firmly fixed in people's minds as the time for what is likely to prove the most interesting Convention that the book-trade has ever had.

After considerable effort, the Committee has arranged with the railroads to have this Convention get the privilege of the special rates. This means that if three hundred and fifty people register for the trip, they will get their return trip for half fare. i. e., fare and a half for the round trip instead of two fares. This will mean a very considerable saving to those who come from a distance, and already there are signs that there will be a great many attending from the Middle West and even beyond.

Whitney Darrow, of Charles Scribner's Sons, has been a most active Chairman in charge of the arrangements for the entertainment and hotels, and he promises full announcement of plans to be published shortly. The Hotel Traymore has provided excellent accommodations, with an auditorium on an upper floor and adjoining rooms for Committees, registration, displays, etc. By having the largest part of the attendance registered at this one Hotel, there will be an increase in the value of the gathering, which was one of the chief reasons for endeavoring to go to Atlantic City. The Hotel is on both American and European plan, and all reservations will be made by writing direct to the Hotel and not to the Committee. Those who would like to double up on a room and have no one to make the plan with can write to the management and ask to be put in with someone who is attending the Convention.

In order to get the Convention rates from the railroad, it is necessary for those attending, whether they come from as near as Philadelphia or as far as San Francisco, to obtain from the railroad agent at that point a Convention voucher which is filled out at that time and brought to the Convention. If the full number of three hundred and fifty are brought in by people who attend, the ticket back can be bought at half price.

Cedic Crowell, head of the chain of Doubleday, Page bookshops, is Chairman of the Committee on Program, and the main theme of the discussion is to be "How Shall We Reach the Non-Readers?"

On Tuesday morning there will be one speaker to talk on that specific subject, and it is hoped that he will sound the keynote for all the subsequent discussion on this important question.

Tuesday afternoon the plan is to have three speakers on the topic "What the People Want to Read," from the point of view of an authority outside the book-trade, of a publisher's representative and of an author.

On Wednesday morning it is planned to have as the topic: "How Can the Bookseller Create a Public and Give it What it Wants?" This is to be a forum from the booksellers point of view and it is hoped there will be an expression of opinion from a large and small Bookshop, merchandise man from a large department store, and a book clerk, all of whom are concerned with creating a public. As a sub-head under this question on Wednesday morning, a discussion of advertising and publicity as aids to creating a public with a report on what the National Association of Book Publishers are doing and the expert advice of a leading advertising authority not actively engaged in the book trade is part of the plan.

On Wednesday afternoon the topic is "Practical Methods of Securing Bookshop Efficiency and Securing Additional Readers." This is to be subdivided as follows:

(1) "An Ideal Accounting System for Retail Bookshops." This speaker will be a member of one of the largest accounting firms in America and will contribute valuable suggestions and practical advice.

(2) "How Can the Bookseller Operate a Successful Mail Order Department?" by a speaker whose business is selling by mail.

The Committee feels that the Program on Wednesday afternoon is the most practical part of the Program, but hopes not to under-emphasize the importance of the topics for the Tuesday sessions and for Monday morning.

The general publicity for the Convention is in the hands of Lowell Brentano, and the full particulars of all arrangements and hotel rates will be sent to all the book-trade shortly.

Any member of the book world, a retailer in any field or anyone connected in any way with publishing, is invited to attend the Convention, whether a member of the American Booksellers' Association or not.

English Book-Trade News

(From Our London Correspondent)

THE following items, says the *World's Paper Review,* may at present be imported into Germany without license:—Waste paper (paper, written on or printed); paper clippings (waste from the manufacture of papaper); paper, pasteboard and pasteboard wares, only fit for re-pulping. Books in all languages, including prayer books, printed or written, with or without pictures of any kind printed, attached, or inserted therein; books with raised characters for the blind—all these bound or not; newspapers and periodicals.

No export license is required on the exportation from Germany of the following:—Paper caps and strips for igniting; bookbinders' cloth, smooth or pressed; tracing cloth; wall hangings, lincrusta, and the like, of linoleum or similar materials; printed articles for business purposes intended for distribution among the *clientele* of a German business for purposes of information or advertisement; postage stamps, used and unused; daily newspapers; periodicals exported thru the medium of the publishers' dispatch offices; paintings on tissues of vegetable textile materials, on wood, common metals, or alloys thereof, paper or stone; drawings, even if bound or mounted on paper, board, tissues or the like.

News comes to hand from Russia that private ownership of books is a crime, and dire punishment is meted out to all those who break this latest rule of the Soviet. More about this in a later communication.

Publishers' spring lists are appearing, but while every one keeps a bright and gay face, no one is at heart tremendously happy about the future; at least the immediate future. Not every bookseller says he had a splendid holiday season. But the writing, the making, the selling of books, like a well-known bubbling stream, goes on forever. Come war, come political upheavals, come some wave social fashion, people will still buy books. But they don't buy enough; they don't know enough about books. They don't realize what books mean to individual and therefore national development. Now and again, you hear a voice in the wilderness crying out, "Let us organize, let us create propaganda." But there is no answer. However, the authors keep on writing, and the best ones, too. Thank Heaven for that. Here are more promises: "The Mountebank," by W. J. Locke; "She and Allan," by Rider Haggard; "Dodo Wonders;" by E. F. Benson; "The Judge,' by Rebecca West; 'Pugs and Peacocks," by Gilbert Cannan; "Portraits of a Period," by Hugh Walpole; "Mainwaring," by Maurice Hewlett; "The Black Diamond," by Francis Brett Young; "Revolution," by J. D. Beresford; "Memoirs of a Midget," by Walter De La Mare, "Privilege," by Michael Sadleir; "Swallow Dive," by Sylvia Lynd; "Glass of Fashion," by "The Gentleman With a Duster;" "Collected Poems," by G. K. Chesterton; "Notes on Life and Letters," by Joseph Conrad; "The Problem of Foreign Policy," by Gilbert Murray; "The Outer Circle," by Thomas Burke; "Six Months' Leave," by E. V. Lucas; "Modern Democracies," by Lord Bryce; "Autobiography," by Lord Ribbesdale; "What I Remember," by Stephen Mc Kenna; and the "Life of Sir Hugh Lane." This is a selection from a big list. Not bad when every one asks if there's a slump in your trade! There are quite a number of 1920 fall books still going strong. Of course, Mrs. Asquith's book is a sure seller, and in great demand, while people are not so prone to scoff at it as they were. Then there is Mr. Wells' great work which is, undoubtedly a most noteworthy addition to the select class of standard works. The six best selling novels at the moment are:

The Swallow Dive, by Sylvia Lynd.
The Seeds of Enchantment, by Gilbert Frankau.
Privilege, by Michael Sadleir.
The Pilgrim of a Smile, by Norman Davey.
Revolution, by J. D. Beresford.
Love is Enough, by Margaret Peterson.

Most of these are the first novels of the year, and they are of a very high standard. Nonfiction books now selling well are:

The Letters of William James, edited by his son.
Henry Scott Holland: Memoirs and Letters, edited bv Stephen Paget.
From a Russian Diary 1917-1920, by an Englishwoman.
Things That Have Interested Me, by Arnold Bennet.
If I May, by A. A. Milne.
Essays on Books, by A. Clutton-Brock.

The recent announcement that binding charges for cloth books were to be reduced by 10% is good so far as it goes, but there is to be a new charge made by binders of 27 shillings per 1000 books for making ready. This is an entirely new idea. Heretofore, making ready has only been associated with printers, but the binders say that they find it necessary to make such a charge for any repeat order for not less than 10,000 copies. As one publisher said to us the other day, this really means that instead of a 10% reduction, it represents really an advance of about 3-1/3%. Of course, it is an exceptional book which justifies a repeat order of 10,000 copies, so practically this making ready charge will be universal.

It is now definitely stated that Mrs. Asquith has a second volume of reminiscences in the press. It would not surprise us if she had a third and even a fourth. She is sufficiently brilliant and behind the scenes to do so.

In The Field of Retail Advertising

What can a Retail Store Afford to Spend on its Advertising ?

SOME figures on retail advertising expenditures recently gathered by advertising experts were quoted by a speaker before a Kansas Advertising Club. These figures are as follows:

RETAIL ADVERTISING EXPENDITURES

	Per Cent
Department stores	3½
Women's specialty shops	5½
Shoe stores	4
Millinery stores	4
Music stores	5½
Furniture stores	5½
Electrical stores	6
Jewelry stores	5½
Men's clothing and furnishing	5
Miscellaneous	4

A figure very frequently used in bookstores is a 2% advertising expense to cover both display and direct advertising. This, it will be seen, is less than half of the average expenditure in retail stores according to typical figures. The advertising of new books has usually been done by the publisher, and the retail advertising is rather largely restricted to the special bargains or remnant lots. With the increased discount that has been allowed to retailers in the last two years, it seems as tho the time has arrived for the retail bookstore to step energetically into the field of community advertising to place his shop more firmly in the public mind.

There is no single and finally accepted way of advertising books at retail. Some have preferred newspaper advertising, some direct advertising, but the general opinion is that a combination of both, in which the personality and service of the store is played up is the most generally successful. A 2% advertising appropriation would mean on a business of five thousand dollars a month one hundred dollars spent in reaching out to this public. If this appropriation were increased to 4% this season when the public has been so much aroused to the value of book reading and book ownership, the return should more than justify the experiment.

Two hundred dollars a month would allow for display advertisements in such pages of the local press as most surely reach potential book buyers, would allow for the mailing of imprint booklists to an established list of customers and to experimental lists of greater scope, and would allow for one or two campaigns of circular letters per month on carefully selected items.

With the wide general publicity that has been given to the cause of books by the "Buy A Book A Week" campaign thousands of people who can be aroused by the retailer's own service may put themselves in direct touch with the book counters and their displays. There has never been a year when the possibilities of this retail advertising seemed to hold out greater opportunity.

When Should a Retailer Advertise ?

In attempting to answer this question, said Charles L. Estey at the last Stationers' Convention I have invariably proceeded to ask a few questions of my own first.

Thus:

1. How many days in the week should a store be open for business?
2. How many days in the week should a store keep its windows trimmed?
3. How many days in the week should a store maintain salesmen?
4. How many days in the week should a store be kept clean?

Obviously, the answer to these four questions is "Every day."

And that is my answer to the question: "When should a retail stationer advertise?"

Some form of advertising should be working for you all the time, day after day, week after week, month after month, year after year.

Advertising is simply "telling people."

To sell 'em, you must tell 'em.

And to keep on selling 'em you must keep on telling 'em.

You have no right to expect the public of your community to remember your store—unless you remind them *PERSISTENTLY* about

1. Where your store is located.
2. What you have for sale.
3. What kind of service you render.
4. Whether or not you deliver goods.
5. A host of other important (to them) items.

The buying public is fickle minded. Men and women forget easily. They are concerned with their own affairs—not with yours. They are willing to patronize the store that keeps them informed—if the information is nicely presented and if they are reminded often enough.

Window trims are excellent advertisements *WHEN PEOPLE PASS BY ON YOUR SIDE OF THE STREET.* But they are of no sales value to you otherwise.

The buying public is not composed of mind readers. The men and women whose trade you want are interested only in what *they* want. You need them more than they need you. You cannot stay in business unless they

patronize you. But they can go to some other store if they want to, to buy goods.

And the store to which they go naturally is the store that never lets them forget it.

This is simple common sense.

Judicious advertising is an investment from which you may confidently look for splendid returns. To advertise every day does not mean that you must spend a great amount of money every day. But it does mean that, to be successful, you should give to advertising at least the same degree of thought and interest that you bestow on other details of your business which cannot possibly yield as great a percentage of additional sales.

You eat every day to keep your body alive and well.

Persistent advertising is the food that keeps business alive and well.

And yet thousands of retailers expect their business to thrive on a starvation diet.

Friends—"The time to advertise is all the time."

Bullock's Book Store

A Store that deals in *Service* as well as Books. In the Book Store on Bullock's Second Floor there's not only a welcome for the Book Lovers who like to "browse" around among the Shelves —but there's a *Service* for those who know exactly the Book they desire but are unable to find it!

The Attendants in Bullock's Book Store are well informed concerning Books and the way to get them. If there's some Book you've long searched for in vain—'phone or visit Bullock's Book Store and ask Bullock's to get it for you. Even tho the Book be unobtainable in Los Angeles—untiring efforts will be expended to secure the volume you wish.

A Magazine Service

is a part of Friendliness of Bullock's Book Store, for here one can not only purchase the Magazine one desires—but can place one's subscription for any Magazine desired.

P. S.—Mosher Books are a Service in themselves. For whoever reads them they admirably serve as delightful and enjoyable companions.

Bullock's Second Floor

Bullock's
Los Angeles

"One o'Clock Saturdays"

Retail Advertising

THE specimen of Bullock's book department advertising, which we reproduce on this page, is an interesting example of the kind of copy that will play up the bookstore as a service department. There is everything in this advertisement that would lead the book buyer to feel that he would have at Bullock's an intelligent and unobtrusive welcome in the very well equipped service to all his needs. The confirmed book-lover enjoys an atmosphere in which he will be given liberty to browse and yet a place where, when service is wanted, it can be had. Whatever book or book interest may be in the mind of the man who reads this advertisement, he will probably conceive that that particular book or his particular book interest will receive attention at the store.

Sunwise Turn Expansion

Since moving from the original quarters on Thirty-First Street to the store at Forty-Fourth Street in the Yale Club Building, the business of the Sunwise Turn Bookshop has more than doubled its sales, and it is entering into its fifth year with great promise of still further improvement.

At the Board of Directors' meeting in February Ruth McCall, daughter of ex-Governor Samuel McCall of Massachusetts and writer of note, was elected Vice President and Secretary, and became one of the active workers in the business with Mrs. Mary Mowbray-Clarke, who is President and Treasurer. Other directors of the Company are Mrs. Stanley Resor, Mrs. Augustus Van Cortlandt, and Miss Alice Einstein.

Authors and Movie Rights

THE Executive Committee of the Authors' League of America, at its regular weekly meeting on Thursday, February 24, adopted a resolution condemning the policy of the International Magazine Company, a corporation said to be owned and controlled by William Randolph Hearst, a company controlling the *Cosmopolitan Magazine, Good Housekeeping, Hearst's Magazine,* and *Harper's Bazaar.* The resolution was made on the ground that the Hearst policy "menaces the artistic vitality of American letters," and that the group of magazines, mentioned, "save in rare cases, refuse to purchase fiction unless they are at the same time permitted to acquire an option on the motion picture rights on terms dictated by the purchaser. Options controlling the motion picture rights of stories, it is charged, are acquired "at prices usually below ruling market values and offered for sale at terms paying good profits to the holder of the option, but not to the author, and the sales being made before that option price has been paid to him."

"Were all magazines to adopt the practice of the International Magazine Company, no American author dependent on his pen for his living would write any story that he knew had no motion picture value, since he would know that he would never sell the story, with the result that motion pictures, perhaps, would thrive, but letters would languish. The League resolutions also stated that "There has recently been formed the International Story Company, which is believed to be likewise a Hearst Corporation, and which advertises that inquiries concerning the film rights in all stories appearing in the above magazines must be made by its acting manager."

In reply to the charges of the Authors' League, Mr. Hearst framed a set of resolutions which mocked those drawn up by the League.

In the course of these, he says: *"Whereas* The Executive Committee of the Authors' League of Union Authors seems to be misinformed, and generally glad to be misinformed; be it hereby

"Resolved, That said committee of said league did not know what it was talking about, and

"Resolved, That its fulminations are unworthy of serious consideration." Mr. Hearst stated that "neither the above magazines, nor anyone connected with the above magazines, directly or indirectly, have any interest in the International Story Company."

Mr. Hearst contends that *The Cosmopolitan Magazine* and the other magazines mentioned do not refuse to buy all stories for which they do not also purchase the moving picture rights.

After seeing the resolutions of Mr. Hearst, Louis Joseph Vance contradicted Mr. Hearst's statement that his magazine did not compel authors to give options on the motion picture rights of stories accepted by them for publication, saying that he had been told this on more than one occasion by Ray Long, Vice-President of the International Magazine Company, controlling the Hearst magazines. Mr. Vance would not express himself as satisfied with Mr. Hearst's explanation of the connection of his magazines with the International Story Company.

The movies and movie rights seem to be an issue of importance in England just now, too. *The Publshers' Circular of February 12 says*:

"Authors and publishers are becoming very much alive to the value of the copyright in a work which can be adapted to the universally popular moving picture show, which the public has christened 'the movies,' and those employed in connection with this new art, 'the film.' Much the larger proportion of copyright cases in the law courts of all countries are now concerned with infringements or alleged infringements of copyright by film producers. In some cases it turned out that, by altering the title and camouflaging the text, the detection of this infringement had been made very difficult; many people who are incapable of originating anything are quite clever at 'conveying' the idea in another form. In its January issue, *The Author* gives some useful information for authors and owners of copyright, and at the end of the article says:—

'The chief points which members should remember are (1) priority confers no monopoly in ideas contained in the copyright work, or in the words or actions by which these actions are expressed, tho close similarities are important links in a chain of cumulative evidence of piracy; (2) that no Copyright Law, however carefully drawn, can settle these questions with mathematical precision, because (3) they are, as they are bound to be, questions of fact only to be determined by the evidence available in each case.'"

Chautauqua Reading Selection

THE Committee on Home Reading Courses of the Chautauqua Institution is now at work selecting the books which will be used by subscribers to the course in 1922, which is to be known as "British Year." There are four books to be selected. This course runs in cycles, the first year American; second, Modern European; third, Classical; fourth, British. This year is Classical year, and the books that are being read are Professor Abbott's "The Common People of Ancient Rome," published by Scribner; "Greece and the Aegean Islands" by Philip S. Marden, Houghton Mifflin; "The New Map of Asia" by Herbert Adams Gibbons, Century Company; and "Psychology and the Day's Work" by Professor Swift, Scribner. The fourth book in each course is always an "odd" book not connected with the subject of the year but having value as a real stimulation.

Women and Bookselling

A Monthly Department of News and Theory—Edited by Virginia Smith Cowper

Amy E. L. Goodrich, the manager of the Juvenile Department of Charles E. Lauriat Co., Boston, has a copy of Thornton Burgess' new "Animal Book For Children" of which she has reason to be proud. In it appears this autograph inscription:

To Miss Amy E. L. Goodrich to whom I am personally indebted for her original suggestion which led to the writing of the most successful of all my books, "The Bird Book," the splendid reception of which has resulted in the present volume, "The Animal Book For Children" along similar lines.

THORNTON W. BURGESS.

Boston, November 1, 1920.

A NEW book-shop will be opened by Adelaide Gardes on March 15th at 502 Park Ave., N. Y., which is to be known as the "Miss Gardes' Book Shop." Literature of the better kind will be carried, especially that which inclines to the artistic. Miss Gardes was formerly with *Collier's* and *Leslie's* magazines, and was associated at one time with the firm of B. W. Huebsch.

IDA EMPET, formerly of the John Wanamaker Bookstore (N. Y.), is now a member of the selling force of G. P. Putnam's Sons.

NEW MEMBERS of the Women's National Book Association are Helen Pickerton, of the "Orientalia," 22 E. 60th St., Mrs. Frances L. B. Robbins, of the "Little Book Shop," Helen Ray Walker, of Grosset & Dunlap Co., Helen Louise Johnson, Carolyn S. Ulrich, of the N. Y. Public Library and Ina Fitz-Patrick, of the College Book Shop, 1224 Amsterdam Ave.

What was probably the most interesting meeting of the Women's National Book Association held this year, was that which took place at the Children's Book Shop, New York, on February 17th.

The program was one of surprises and was most inspiring, being the stories of two women who have created their own successful establishments in New York, in two widely different fields, Mrs. Mary Gunn, founder of the Hawaiian Tea Room and Mrs. Jane Teller, of the Antiquarian Shop.

Mrs. Gunn, a native of Hawaii, felt that there was an opportunity for a place where people could get acquainted with the Islands, the cooking and handicraft, for in the lower part of her house, Mrs. Gunn conducts an Hawaiian Gift Shop.

The problems surrounding the opening of such a place were manifold, and many difficulties had to be overcome, one of which was the securing of a suitable house in which the business could be carried on. The personnel problem was the next, but that was solved by finding just the right helpers in the persons of a little Japanese woman and her husband. From the beginning, her enterprise was a success, until at the present time Mrs. Gunn has a very fashionable clientele, and it has been claimed that all the success is due to the dominating personality of the owner and the land which this unique tea-room represents. In the beginning, four years ago, only three or four people patronized the tea-room a day but the numbers now run between 70 and 80 a day, with no one served without special reservation.

Mrs. Teller is the proprietor of the Antiquarian Shop in the Yale Club Building, New York. She started with a few things to sell, and had no definite idea about them; she wanted to specialize in American antiques, and in the course of her work became interested in spinning and weaving. Mrs. Teller said, "I realised that these old things were going to die out some day and I knew the women during the war had done wonderful work. Those who used to knit and sew and make bandages would want to do something worth while when the war was over, so we formed a society for the revival of household industries. We have graduated 30 people on the spinning wheel. I have taught weavers to make threads. The first piece spun or woven in my shop was the first in 150 years in New York. A good many people who have graduated in my shop grew their own flax this year and they are spinning it this winter. In a few weeks, I realized that I would have to get more things, and I got books."

Special kinds of advertising have been used by Mrs. Teller. She calls them "Jane Teller's sermons." In them she tells of new articles which have been added to her work, or voices just a bit of plain philosophy. These she hangs in her window in a little frame, together with a little notice *"You are welcome in my shop even tho you don't spend a cent."*

The evening was marked by an event of special interest, when Miss Jennison introduced Mrs. Cora Wilson Steward, of Frankfort, Ky.

Mrs. Steward is head of the Illiteracy Commission for the State of Kentucky, in which work she is serving without salary or expenses.

Mrs. Steward held the audience spell bound when she said "There are five and one half million people in this country, according to the census of 1910, who cannot read or write."

Mrs. Steward then told of the Moonlight Schools, and the work they are doing in Kentucky, work which was first started in that state in 1911. It grew out of the need, an imperative human need—and this need was expressed by the illiterates themselves, brought about by the children of these families going to other cities and taking advantage of the night schools. The first evening at one of the schools 1200 people attended, the students ranging in ages between 18 and 86.

Among the Publishers

A Week's Gleanings of Book-trade News

THE DATE of publication of Eden Phillpotts' mystery story, "The Grey Room" (Macmillan) is advanced to March 8.

"WOODLAND TALES" is the name of the enticing volume of Ernest Thompson Seton's nature stories for young people, published by Doubleday.

HUNTING FOSSIL animals is one of the most fascinating sports, says Enos Mills in his new book "Waiting in the Wilderness" (Doubleday), in which he tells some of the queer things he has learned about fossil horses.

ALL THE enthusiastic readers of Clemence Dane's "A Regiment of Women" and "Legend" will be anxious to read her new play, "A Bill of Divorcement," to be published by Macmillan in March.

MARY ROBERTS RINEHART is contributing a series of articles on the out-of-doors to the *Cosmopolitan Magazine*. She is national chairman of the Membership Appeal Committee of the Girl Scouts of America.

"CLARE SHERIDAN'S DIARY," of which Americans have had brief glimpses when the New York *Times* recently featured on its first pages five short instalments, will be published by Boni & Liveright in March.

LIEUTENANT COLONEL THEODORE ROOSEVELT, author of "Average Americans," has been appointed Assistant Secretary of the Navy, the same position held by his father at the outbreak of the Spanish War.

FRANKLIN, a play in four acts, will be the tenth volume by Constance D'Arcy Mackey, author of "The Beau of the Bath" and other plays and of "The Little Theater in the United States," to bear the Holt imprint.

"GO AWAY, can't you see I'm busy dying?" was Mary Pickford's merry amendment of a sub-title to her forthcoming "movie," "Firecracker Jane," based on Alice Calhoun Haines' Mexican border novel of that name (Holt). "Miss" Pickford has an unusual knack in working out the sub-titles of her film plays.

AMONG the spring books announced by E. P. Dutton, four destined to appear on most enterprising fiction counters are: "The Tragic Bride" by Francis Brett Young; "The Brassbounder" by David W. Bone, a romance of the high seas; "A Chair on the Boulevard," a collection of short stories by Leonard Merrick; and "The Mayflower" by Vicente Blasco Ibáñez.

JEANNETTE MARK'S volume of lyrics, "Willow Pollen" will be ready this month (Four Seas).

THE CENTURY CO. announces the publication in March of "Ghosts" by Arthur Crabb, and "Wind Along the Waste" by Gladys E. Johnson.

ONE MORE novel by Eleanor. H. Porter is on the way. Mrs. Porter's manuscript of "Sister Sue" was finished before her death. Houghton Mifflin Company will publish this in March.

A TIMELY volume in the Keats centenary year is a new edition of the "Poems of John Keats," edited by E. De Selincourt, which has been out of print for some time. (Dodd, Mead.)

Two of the most important volumes offered by the Macmillan Co. this spring are: "Modern Democracies" by Viscount Bryce and an edition de luxe of the collected works of Lord Morley.

"CLERAMBAULT," Romain Rolland's new story to be published this spring by Holt, has come out of five terrible years of war in France. Rolland commands a very wide and enthusiastic public in America.

London is still arguing about the authorship of "The Mirrors of Downing Street," and booksellers are still selling it, which is even better. Voting is now very much in favor of Harold Begbie.

THE SECOND volume of Stephen McKenna's trilogy, "The Sensationalists," to be called "The Education of Eric Lane," will be published by Doran this spring or in the early summer. The first number in the trilogy was "Lady Lilith."

"TRAINING FOR LIBRARIANSHIP," by J. A. Friedel, M.A., is the latest volume in the *Lippincott Training Series*, and according to the publishers thoroly and comprehensively covers the library field, giving the prospective librarian the information which will be most helpful.

THE TITLE of Alexander Black's new book, "The Seventh Angel," published by Harper on February 17th, while it may be puzzling on first hearing, really gives a much better idea of the contents than do the titles of most novels. According to the Book of Revelation, it was the seventh angel's vial which precipitated the plague of confusion, and it is against the background of the world-wide unrest, Mr. Black works out the story of his characters.

Changes in Prices

D. APPLETON & COMPANY

The Boy Scout Book of Stories, by F. K. Mathiews was increased from $2.25 to $2.50.

Obituary Notes

JOHN HABBERTON, the author, died February 25. He was born February 24, 1842, was educated in the public school in Brooklyn and learned the printing trade in New York. He served as a private and as a lieutenant in the New York Volunteers from 1862-1865. He was in the counting-room of Harpers for a time and later went into business for himself. He was literary editor of the *Christian Union*, and was on the editorial staff of the New York *Herald* and of *Collier's Weekly*. His best known books were "Helen's Babies" and "Trif and Trixy," tho he was the author of a number of other books. His one play, "Deacon Crankett" was performed more than 500 times. Of "Helen's Babies," more than a quarter million copies were sold in this country after its publication in 1876. Those who knew him best knew him to be an exceptionally generous man. He adopted several children into his home at New Rochelle, where he lived many years, and he could not resist doing an act of kindness tho it were beyond his means.

JOSEPH M. STODDART, retired editor and publisher, died at his home in Elkins Park, near Philadelphia on February 25th. He was 75. Mr. Stoddart began his career as a publisher with the J. B. Lippincott Co. and for many years was editor of *Lippincott's Magazine*. Later he published *Stoddart's Review*, and at one time was editor of *Collier's Weekly*. In his time he published the works of several well-known authors. He retired fifteen years ago.

Obituary Correction

IN RECORDING in the issue of February 26th the death of Dr. Edwin R. Graham, the PUBLISHERS' WEEKLY spoke of his coming from the Chicago office of the Methodist Book Concern "to succeed Rev. Dr. George P. Mains, *who had died.*" This last statement is a regrettable error, as Dr. Mains is still alive and active, serving as Publishing Agent Emeritus.

Communications

The Careless Mail Clerk

Editor, PUBLISHERS' WEEKLY:

Would you mind inserting a notice in your journal that the ordinary rate for letters to India is five cents for every one? We are receiving a lot of insufficiently paid letters by every mail and have to bear unnecessary expense for the mere negligence of the despatcher. We feel confident that a short notice will help a good deal in avoiding this item of unnecessary expenditure.

THE BOOK COMPANY, LTD.

Calcutta, India,
Jan. 6, 1921.

22,000.000 Copies

Bible House, New York City,
February 24th, 1921.

Editor PUBLISHERS' WEEKLY:

We regret to note in your informative article "Religious Books as Best Sellers" (in your issue of February 19th,) that you refer to Dr. Charles M. Sheldon's book, "In His Steps" 'as an extraordinary sale running over two million copies.'

The sale has exceeded over *twenty-two million* copies, and we have just published a new edition from new plates with a story of the story on how this really extraordinary sale came about in nineteen different languages.

We thought you would like a correction of the error in stating the sale of this book was only two million copies.

THE CHRISTIAN HERALD,
FRANK F. LOWELL,
Book Department.

Righteous Indignation

Birmingham, Ala., February 24, 1921.

Editor, PUBLISHERS' WEEKLY:

We note, with great surprise and a slight amount of amusement, that you have headed the list of towns needing book-shops with the name of Birmingham, Alabama.

If the PUBLISHERS' WEEKLY was not six months behind the time it would have known that in Birmingham, Alabama, there is located one of the livest book-shops in the United States. For confirmation of this fact consult any of the large publishing houses.

Yours very truly,
THE STUDIO BOOK SHOP,
M. B. Gottlieb,
Sec'y and Treas.

Periodical Notes

The *Literary Review*, published weekly by the New York *Evening Post*, is now coming out on heavier paper for separate distribution. This edition is stapled and is better for preservation than the issue that goes out with the Saturday evening paper.

Personal Notes

J. W. HILTMAN, head of D. Appleton & Company, and President of the National Association of Book Publishers, returns today from his trip to London and Paris.

Business Notes

EVERETT, WASHINGTON—R. V. Allen is starting in business here under the name of "The Book Nook." Publishers' lists of specialties, including "jobs" are wanted.

CRANBROOK, CANADA—The Cranbrook Drug and Book Co. has been purchased by F. J. Scott.

MACON, GEORGIA—The McEvoy Book and Stationery Co. is offering 25c. on the dollar.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.) Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Acheson, Arthur

Shakespeare's lost years in London; 1586-1592; giving new light on the pre-sonnet period; showing the inception of relations between Shakespeare and the Earl of Southampton and displaying John Florio as Sir John Falstaff. 8+261 p. O N. Y., Brentano's bds. $5 n. [550 copies]

Partial contents: The Stratford days 1564-1586; Shakespeare and the scholars; The political purpose of King John. Index.

Aeschylus

Agamemnon; after the Greek of Aeschylus; by Locke Ellis. 91 p. D N. Y., Harcourt, Brace & Co. pap. $1.75 n.

The Agamemnon of Aeschylus; tr. into rhyming prose with explanatory notes by Gilbert Murray. 16+91 p. O N. Y., Oxford Univ. Press. $1.25

Allen, Plinette, comp.

Manual for pathfinder girls. 35 p. pls. D Phil., Am. Baptist Pub. Society pap. 25 c.

Antcliffe, Herbert

Short studies in the nature of music. 245 p. D (Library of music and musicians) N. Y., Dutton $2 n.

Partial contents: The true programme music; Musical form and the symphonic poem; Religious emotion and music.

Austen, Jane

Pride and prejudice; ed. for school use by Benjamin R. Ward. 448 p. S (Lake English classics) c. '20 Chic., Scott, Foresman & Co., 623 S. Wabash Ave. 64 c. n.

Bagnold, Enid

The happy foreigner. 328 p. D c. '20 N. Y., Century Co. $2 n.

A love story of devastated France after the Armistice.

Babson, Roger Ward

Fundamentals of prosperity. 95 p. D c. '20 N. Y., Revell $1 n.

Balfour, Arthur James

Essays speculative and political. 10+241 p. O [c. '21] N. Y., Doran $3 n.

Partial contents: Beauty and the criticism of beauty; Bergson's Creative evolution; Anglo-German relations; The freedom of the seas; The foundations of a durable peace, [the British reply to President Wilson]; A brief note on Zionism.

Ballard, C. W.

The elements of vegetable histology. 12+246 p. D c. N. Y., Wiley $3 n.

Ballard, Harlan Hoge

The Tiler's jewel; with an ending by Captain William Haskell. 134 p. D [c. '21] Bost., The Stratford Co. $1.50 n.

A Masonic novel, in which the time is that of last year, during the policemen's strike in Boston.

Beaconsfield, Benjamin Disraeli, 1st Earl of

A day book of Benjamin Disraeli; chosen by Mrs. Henry Head. 4+136 p. O N. Y., Oxford Univ. Press pap. $1.50; $1.75 n.

Beard, Daniel Carter

The American boys' handybook of camp-lore and woodcraft; with il. by the author. 8+270 p. il. pls. O (Woodcraft ser.) c. '20 Phil., Lippincott $3 n.

Beers, Florence Constance

Lessons in psychology for the young; a plain treatment of the great essentials of psychology. 9+124 p. diagrs. D c. '20 N. Y., The Vail-Ballou Co., 200 Fifth Ave. $1.65

Bing, Alexander M.

War-time strikes and their adjustment; with an introd. by Felix Adler. 9+329 p. D [c. '21] N. Y., Dutton $2.50 n.

An account of the methods employed by the various Mediation Commissions to bring about increased production during the war, and which have a bearing on the subjects of strikes and strike-settlements today.

Blore, G. H.

Victorian worthies; sixteen biographies. 8+376 p. pors. O N. Y., Oxford Univ. Press $3.75 n.

Babson, Helen Corliss

The Finns in Lanesville, Mass. 12 p. O c. '20 (Studies in sociology; sociological monograph no. 13, v. 4, no. 3) Los Angeles, Cal., Univ. of Southern California pap. 15 c.

Benett, William

Freedom and liberty. 7+367 p. O N. Y., Oxford Univ. Press $6.25 n.

Bolt, John

A new log of the Columbia; on the discovery of the Columbia River and Grays Harbor; ed. by Edmond S. Meany; reprinted from The Washington Historical Quarterly, v. 12, no. 1. 48 p. O '21 Seattle, Wash., Univ. of Washington Press pap. $1

Boulton, B. C.

The manufacture and use of plywood and glue. 7+88 p. il. pls. tabs. diagrs. O N. Y., Pitman $3

Altho originally intended for the aircraft industry, the subject matter may be applied to all branches of woodworking.

Braddy, Nella, ed.

Masterpieces of adventure; 4 v.; Stories of the sea and sky; Oriental stories; Stories of the desert places; Adventures within walls. various paging D c. Garden City, N. Y., Doubleday, Page $5 n. set

Stories of Frank Norris, W. Clarke Russell, Donn Byrne, H. G. Dwight, Chekhov, Dickens, Stephen Crane, Thomas Hardy, W. H. Hudson and others.

Briggs, Thomas Henry, and others

Junior high school English; bk. 1 for the 7th grade. 14+399 p. col. front. D [c. '21] Bost., Ginn $1.12 n.

Buck, Charles Neville

The roof tree; il. by Lee F. Conrey. 341 p. front. pls. D c. Garden City, N. Y., Doubleday, Page $ 1.75 n.

A story of a Tennessee feud.

Burchardt, C. B.

Norwegian life and literature; English accounts and views especially in the 19th century. 8+230 p. O N. Y., Oxford Univ. Press $5.25 n.

Burns, Emile

Modern finance. 64 p. O (World of to-day ser.) N. Y., Oxford Univ. Press $1

Butler, George Frank

How the mind cures; a consideration of the relationship between your outside and your inside individualities and the influence they exercise upon each other for your physical and mental welfare. 286 p. D c. N. Y., Knopf $2.50 n.

How to sleep, avoid worry, overcome nervousness, develop confidence, and to keep your body and mind "in tune."

Case, Francis H.

Handbook of church advertising. 186 p. pls. facsms. diagrs. O (The Abingdon religious educ. texts) [c. '21] N. Y. & Cin., Abingdon Press $1.25 n.

Partial contents: Why advertise the church?; Who shall have charge of the church advertising?; What to advertise; Channels of publicity; How advertising builds the church; The goal of church advertising.

Claessens, August

The logic of socialism. 51 p. D [c. '21] N. Y., The Rand School of Social Science pap. 15 c.

Cole, George Douglas Howard

Guild socialism; a plan for economic democracy. 202 p. (1½ p. bibl.) D [c. '20] N. Y., Stokes $1.60 n.

Partial contents: The demand for freedom; The Guild system in industry; Guild socialism in agriculture; The policy of transition; The international outlook.

Crothers, Samuel McChord

Ralph Waldo Emerson; how to know him. 234 p. front. (por.) D (How to know the authors) [c. '21] Indianapolis, Ind., Bobbs-Merrill $2 n.

Partial contents: The approach to Emerson; The opener of doors; Emerson's elusive smile; Among his books; The fortunes of the poor.

Curwood, James Oliver

God's country; the trail to happiness. 122 p. D c. N. Y., Cosmopolitan Bk. Corporation, 119 W. 40th St. $1.25

Four essays on the companionship of Nature.

Braby, M. K.

The logic of the unconscious mind. 14+316 p. O N. Y., Oxford Univ. Press $6.40

Brooks, Alfred Hulse, and Lacroix, Alfred

The iron and associated industries of Lorraine, the Sarre district, Luxemburg, and Belgium. 131 p. (2¼ p. bibl.) tabs. map (in pocket) O (Dept. of the Interior, U. S. Geol. Survey, bull. 703) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Burghard, Frederick Francis, Kanavel, Allen Buckner, eds.

Oxford loose-leaf surgery; by various authors; 6 v.; 2nd ed. various paging col. pls. O (Oxford medical pub.) N. Y., Oxford Univ. Press $75 n.

Burns, Robert Daniel

An Iroquois 20th century ceremony of appreciation; Mt. Hope Cemetery, Rochester, N. Y. various paging front. pls. O (Researches and transactions of the N. Y. State Archeological Assn., Lewis H. Morgan Chapter, Rochester, N. Y., v. 2, no. 4) '21 Rochester, N. Y., Lewis H. Morgan Chapter, 440 Powers Bldg. pap. 75 c.

Carlisle, Burlington Majors

The notary's manual; 7th ed.; based upon the sections of the California codes relating to notaries public; with extracts from and notes on State Supreme court decisions; also contains legal forms for the various notary's certificates and protest; prepared by a member of the San Francisco bar. 216 p. S [c. '21] San Francisco, Cal., A. Carlisle & Co. $3

Clark, W. O., and Riddell, C. W.

Exploratory drilling for water and use of ground water for irrigation in Steptoe Valley, Nevada; with an introd. by O. E. Meinzer. 70 p. pls. tabs. diagrs. (part fold.) maps (in pocket) O (Dept. of the Interior, U. S. Geol. Survey, Water-supply paper 467) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Cleland, Herdman Fitzgerald

Practical applications of geology and physiography; for use in the laboratory and class room. 69 p. il. diagrs. O [c. '20] North Adams, Mass., Excelsior Press pap. 60 c.; 85 c.

Craven, Lucile

Antony's oriental policy until the defeat of the Parthian expedition. 11+87 p. (2¼ p. bibl.) O (Univ. of Mo. studies. v. 3, no. 2, Social science ser.) '20 Columbia, Mo., University of Missouri pap. $1

Curtis, L., ed.

Papers relating to the application of the principle of Dyarchy to the Government of India; to which are appended the Report of the Joint Select Committee and the Government of India Act, 1919; with an introd. by [the editor]. 61 p. map O N. Y., Oxford Univ. Press $14.15

Daggett, Windsor Pratt

A down-east Yankee from the district of Maine. 80 p. front. (por.) pls. facsms. O c. '20 Portland, Me., A. J. Huston, 92 Exchange St. pap. $1; $2.25

A collection of illustrated historical and biographical sketches of the state of Maine, during the early years of the 19th century.

Dent, John A., and Harper, Arthur C.

Kinematics and kinetics of machinery; a text-book for colleges and technical schools. 9+383 p. il. O c. N. Y., Wiley $3.50 n.

Dunn, Joseph Allan Elphinstone

The man trap; front. by Ralph Pallen Coleman. 394 p. D c. Garden City, N. Y., Doubleday, Page $1.75 n.

Adventure in the mining section of the southwestern desert country, in which there is the struggle of a young engineer against the evil forces of the territory.

Eggleston, Mrs. Margaret W.

Fireside stories for girls in their teens. 15+144 p. D [c. '21] N. Y., Doran $1.50 n.

Evans, James W., and Harding, Gardner L.

Entertaining the American Army; the American stage and lyceum in the world war; with il. by Neysa McMein, Anita Parkhurst and Ethel Rundquist. 12+259 p. front. pors. pls. O c. N. Y., Assn. Press $4 n.

The story of the difficulties under which the Y. M. C. A. operated in France to entertain the A. E. F. The volume contains full lists of the personnel in the Overseas Entertainment Department.

Fassett, James Hiram

The new Beacon primer; il. by Blanche Fisher Laite. 6+152 p. col. front. col. pls. D [c. '21] Bost., Ginn 75 c. n.

Fischer, Martin Henry

Oedema and nephritis; 3rd and enl. ed. 16+922 p. il. O [c. '10-'21] N. Y., Wiley $10 n.

Fisher, Dorothea Frances Canfield [Mrs. John Redwood Fisher]

The brimming cup. 409 p. D '21 c. '19-'21 N. Y., Harcourt, Brace & Co. $2 n.

The story of an American woman, who goes deep into her heart to find out if a really honest love can survive.

Forbes, William Cameron

As to polo; 4th ed. 9+151 p. diagrs. O [c. '19] Bost., J. M. Forbes & Co., 614 Sears Bldg. priv. pr. $3

Fuller, Edward M., ed.

Hymns for the King's children; a book for the Children's division of the Sunday school. 165 p. music D [c. '20] Phila., The Judson Press bds. 40 c.

Words and music of hymns for the grades of the Church school.

Galloway, Thomas Walton

The sex factor in human life; a study outline for college men. 142 p. (1½ p. bibl.) D (Pub. no. 320) [c. '21] N. Y., The American Social Hygiene Assn., 105 W. 40th St. $1.25 n.

Gardiner, Alfred G.

The Anglo-American future. 64 p. D (The world of to-day) N. Y., Oxford Univ. Press $1

Garrett, Garet

The blue wound [a novel]. 11+184 p. D c. N. Y., Putnam $1.75 n.

Gilbert, Sir William Schwenck

Songs of two Sayoyards; words and il. by W. S. Gilbert; music by Arthur Sullivan. 9+267 p. O N. Y., Dutton $6 n.

Sixty-six songs selected from the various Gilbert and Sullivan operas.

Greenwood, Josephine Heermans

Our heritage from the Old World. 11+449 p. il. pls. maps (endpapers) D [c. '21] N. Y., Appleton $2 n.

A work showing influences which foreign civilization, from the earliest times, have had upon the making of America.

Hamsum, Knut

The growth of the soil; tr. from the Norwegian by W. W. Worster. 2 v. 304; 276 p. front. (por.) D '21 c. '17-'21 N. Y., Knopf $5 n. bxd.

This is probably the novel for which the Nobel Prize was awarded in 1920.

Davis, Albert E.
Hypnotism and treatment by suggestion; 3rd ed. 196 p. D Chic., Chicago Medical Bk. Co. $2 n.

Delaware corporations; a digest of the decisions and the law; 2nd ed. 86 p. O [c. '20] N. Y., United States Corporation Co., 65 Cedar St. pap. free to lawyers and libraries

Dunbar, Howard Wesley
Steadyrests, form grinding of plane surfaces. 48 p. il. D c .'20 Worcester, Mass., Norton Co. gratis

Ellis, Arthur Jackson
Mineral waters in 1919. various paging tabs. O (Dept. of the Interior, U. S. Geol. Survey) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Evermann, Barton Warren, and Clark, Howard Walton
Lake Maxinkuckee; a physical and biological survey 2 v. 660; 512 p. front. pls. (part col.) fold. map Q (Pub. no. 7) Indianapolis, Ind., The Dept. of Conservation $5.25 to non-residents; $3.50 to res. of Ind.

Ferris, Gordon Floyd
Report upon a collection of coccidae from lower California. 62+132 p. Q (Univ. ser., biological sciences, v. 1, no. 2) Stanford University, Cal., The University pap. $1
Scale insects of the Santa Cruz peninsula. 57 p. Q (Univ. ser. biological sciences, v. 1, no. 1) Stanford University, Cal., The University pap. $1

Forest Glen, Maryland. National Park Seminary for Young Women
The lure of Washington. 70 p. col. front. il. col. pls. Q c. '20 Balt., Thomsen-Ellis Co. $2.75

Griggs, Robert Fiske, and others
Scientific results of the Katmai expedition of the National Geographic Society, 1-X. various paging O (The Ohio State Univ. bull., v. 24, no. 15, Contrib. in Geographical exploration no. 1) Columbus, O., Ohio State Univ. pap. $2 [500 copies]

Guthe, Karl Eugen
A possible solution of the number series on pages 51 to 58 of the Dresden codex. 31 p. (½ p. bibl.) O (Papers of the Peabody Museum of American archaeology and ethnology, Harvard Univ., v. 6, no. 2) c. Cambridge, Mass., Peabody Museum of Harvard Univ. pap. 80 c.

Harraden, Beatrice

Spring shall plant. 287 p. D [c '21] N. Y., Doran $2 n.

The story of the taming of a lovable shrew.

Hatters Supply House

Instructions in hat cleaning, renovating, and blocking; given by an expert hatter of long experience. 27 p. il. O '20 Chic., Hatters Supply House pap. $5 n.

Hollander, Bernard

In search of the soul and the mechanism of thought, emotion, and conduct; a treatise in 2 v.; containing a brief but comprehensive history of the philosophical speculations and scientific researches from the ancient times to the present day as well as an original attempt to account for the mind and character of a man and establish the principles of a science of ethnology; v. 1, The history of philosophy and science from Ancient times to the present day; v. 2, The origin of the mental capacities and dispositions of man and their normal, abnormal and supernormal manifestations. 10+516; 7+361 p. O N. Y., Dutton $20 n.

Horn, Holloway

Harlequinade; a novel. 125 p. D (Stokes' worth-while new author ser.) [c. '20] N. Y., Stokes $1.25 n.

The story of young man in England who holds a Government position, and of the problems which confront him when he tries to break away from the narrow conventions which surround him.

Hull, E. M.

The sheik; a novel. 296 p. D [c. '21] Bost., Small, Maynard $1.90 n.

A story of passionate love, with the scenes laid in the great desert.

Hunter, Hiram

Which one are you?; a conscience book for little folks [verse]. no paging col. pls. obl. D [c. '18] Rochester, N. Y., E. M. Leavens Co., Inc., 17 Elm St. $1

Good manners, and morals are set forth in jingles. Formerly published by The Little Folks Publishing Co.

Irwin, Inez Haynes [Mrs. William Henry Irwin, formerly Inez Haynes Gillmore]

The story of the woman's party. 486 p. front. pls. O c. N. Y., Harcourt, Brace & Co. $3.50 n.

The story of how the women of America, thru organized effort, won the ballot.

Jackson, Mrs. Gabrielle Emilie Snow

Peggy Stewart, navy girl at school. 5+333 p. D (Peggy Stewart, navy girl ser.) c. N. Y., Putnam $1.75 n.

Jameson, Storm

Modern drama in Europe. 26+279 p. D c. '20 N. Y., Harcourt, Brace & Co. $3 n.

Partial contents: Before Ibsen; The first phase of realism in the drama; While Ibsen came; The drama of Italy and Spain.

Jenkins, Burris Atkins

Princess Salome; a tale of the days of camel-bells; with a front. by Gale Hoskins. 352 p. D c. N. Y., Lippincott $2 n.

Kawabé, Kisaburo

The press and politics in Japan. 170 p. D c. Chic., Univ. of Chicago Press $2 n.

Kennedy, Arthur Garfield

The modern English verb-adverb combination. 51 p. (2 p. bibl.) O (The Univ. ser., language and literature, v. 1, no. 1) Stanford University, Cal., The University pap. 50 c.

Kephart, Horace

Camping and woodcraft; a handbook for vacation campers and for the travelers in the wilderness; two volumes in one; v. 1, Camping; v. 2, Woodcraft. [New ed.] various paging il. maps diagrs. tabs. S '21 c. '16-'21 N. Y., Macmillan $3 n.

King, June Jamison

Soul; verse without punctuation. 8+99 p. front. (por.) D [c. '20] N. Y., [Author], The Fine Arts Guild, 27 W. 8th St. $2.25 priv. pr.

Knudsen, K. A.

A text-book of gymnastics; tr. by Miss Ruth Herbert and H. G. Junker; rev. by Frank N. Punchard. 10+347 p. (3½ p. bibl.) il. pls. tabs. D Phil., Lippincott bds. $2.50 n.

A book for the teacher of physical training for men, women and children. The author is chief inspector of gymnastics for Denmark.

Hilton, Harold

Plane algebraic curves. 16+388 p. O N. Y., Oxford Univ. Press $12.60

Hooton, Earnest Albert

Indian village site and cemetery near Madisonville, Ohio; with notes on the artifacts by Charles C. Willoughby. 7+137 p. il. diagrs. tabs. fold. map O (Papers of the Peabody Museum of Am. archaeology and ethnology, Harvard Univ., v. 8, no. 1) c. '20 Cambridge, Mass., Peabody Museum of Harvard Univ. pap. $2.15

Hunziker, Otto Fred

Condensed milk and milk powder; 3rd ed., rev. and enl., prepared for the use of milk condenseries, dairy students and pure food departments. 17+424 p. il. O '20 La Grange, Ill., [Author] $5.75

Jones, Benjamin E., and Burley, R. J.

Water supply of St. Mary and Milk rivers; 1898-1917; prepared under the direction of the U. S. Geological Survey, U. S. Reclamation Service, and the Reclamation Service of Canada; reprinted by permission of the International Joint Commission. 590 p. tabs. pls. [16] fold. maps (in pocket) O (Dept. of the Interior, U. S. Geol. Survey, Water-supply paper 491) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Jordan, David Starr

The genera of fishes, pt. 4; from 1881 to 1920, 39 years; with the accepted type of each; a contribution to the stability of scientific nomenclature. various paging Q (Univ. ser.) Stanford University, Cal., The University pap. $1

Judge, William Q.

An epitome of theosophy. 35 p. D c. '20 Point Loma, Cal., Theosophical Pub. Co. pap. 15 c.

Kudo, Rokusaburo

Studies on myxosporidia; a synopsis of general and species of myxosporidia. 265 p. O (Ill. biological monographs, v. 5, nos. 3 and 4) c. '20 Urbana, Ill., Univ. of Illinois pap. $3 n.

Korns, Lewis F.

Thoughts and how I came to write them. 75 p. D [c. '20] Bost., Cornhill Co. bds. $1.50

Kummer, Frederic Arnold, and Christian, Mary

The pipes of yesterday; a novel. 224 p. D c. N. Y., Century Co. $1.75 n.

A story of a great love, told thru letters.

La Guardia, Richard D.

A new English system for new American citizens; a direct didactic method of teaching English to newly made American citizens and to those who expect to become American citizens; [2 eds., Men's edition and Women's edition]. 75 p. il. O c. '20 Battle Creek, Mich., Ellis Pub. Co. pap. ea. 50 c.

Langston, L. H.

Practical bank operation; prepared by [author] under the direction of the Educational Committee of the National City Bank of New York; 2 v. 36+713 p. facsms. O c. N. Y., Ronald Press $8 n. set

Routine banking operations for domestic and foreign departments of banks, as conducted by The National City Bank of New York.

Lawson, J. C.

Tales of Aegean intrigue. 8+271 p. front. (map) O [c. '21] N. Y., Dutton $5 n.

The adventures of a British Intelligence Officer in Greece and its vicinity, during the late war.

Leadbitter, Eric

The road to nowhere. 318 p. D [c. '21] Phil., Jacobs $2 n.

The story of the development of the children of an English tradesman, and the complications resulting from their association with the aristocracy.

Lee, James Wideman

The geography of genius. 24+293 p. front. (por.) D [c. '20] N. Y. & Chic., Revell $2 n.

A posthumous work, in which Dr. Lee describes his travels in Europe at various times during his career.

Leigh, Ruth, pseud.

The human side of retail selling; a textbook for salespeople in retail stores and students of retail salesmanship and store organization; with an introd. by Ruth Fagundus. 21+228 p. front. pls. facsms. D c. N. Y., Appleton $2 n.

Practical suggestions for retail salespeople in a drygoods store.

Lewis, Ervin Eugene

The common-word spellers; a two-book course in spelling for the common schools; Bk. 1, for the 1st, 2nd, 3rd, and 4th grades; Bk. 2, for the 5th, 6th, 7th, and 8th grades. 9+150; 7+184 p. fronts. D [c. '21] Bost., Ginn 50 c. n.; 60 c. n.

Lincoln, Natalie Sumner

The unseen ear. 299 p. front. D c. N. Y., Appleton $2 n.

The story of a man who was mysteriously murdered in the library of his father's home, and the suspicion falls upon his sister, who is deaf, and who was in the room reading during the time of the crime.

Locke, William John

The mountebank. 320 p. D '21 c. '20 N. Y., J. Lane $2 n.

The romance of a circus man who led a rollicking existence until the war came, and then changes came into his life, thru a great love.

Long, Constance Wakeford

The book of children's games; one hundred games for use in schools and play-centres. 54 p. diagrs. music D N. Y., Dutton bds. $1.25 n.

Games for the schoolroom and playground.

Lull, Herbert Galen, and Wilson, H. B.

The redirection of high-school instruction. 286 p. (8¼ p. bibl.) diagrs. fold. chart D (Lippincott's school project ser.) [c. '21] Phil., Lippincott $1.60 n.

McFadden, Gertrude Violet

The trusty servant. 6+422 p. D N. Y., J. Lane $2.50 n.

A romance of Dorset, England, in which a lost reprieve causes an innocent man to be hanged. Thru remarkable circumstances he is not "hanged until he is dead," and, after many adventures, finds happiness.

McKenna, Stephen

The sixth sense. 7+288 p. D [c. '21] N. Y., Doran $1.90 n.

A novel in which the author portrays the modern young woman in fashionable London.

Macnaughtan, Sarah Brown

My Canadian memories. 7+247 p. front. (por.) O '21 N. Y., Dutton $5 n.

A posthumous story of a visit to Canada which was made by the author just before the war.

Maugham, William Somerset

The magician. 288 p. D [c. '08] N. Y., Doran $1.90 n.

Published in 1908 by Duffield.

Mayers, Clayton W.

Estimating concrete buildings. 51 p. diagrs. tabs. O (Aberthaw texts) c. '20 Bost., Aberthaw Construction Co., 27 School St. $1

Melchior, Roger Logan

Modern lessons on calculating machines; 3rd ed., rev., 1920. 63 p. tabs. obl. D [c. '17] Toledo, O., [Author], Tri-State Business Univ. $1.75

Instructions for operating calculators by the touch method.

Lee, Arthur

Seventh grade reading for the public schools of Missouri; being selections required by the Missouri state course of study; with introd. and explanatory notes and study helps, also with lesson plans and suggestions to teachers and pupils. 459 p. il. music maps S (Riverside literature ser.) c. '20 Bost., Houghton Mifflin $1 n.

Leete, John H.

The function of the public library in a democracy; [an address delivered at the annual meeting of the Pennsylvania State Educational Assn. in Philadelphia in December, 1919]. 2nd ed. 20 p. D '20 Pittsburgh, Pa., Carnegie Library pap.

Longstreth, Bertha Pearl

Miami Pitmanic shorthand instructor for use in schools and colleges and for home study. 84 p. D c. '20 Dayton, O., [Author], 24 W. 4th St. $1.55

Morris, Charles

A history of the United States of America, its people and its institutions; with maps and illustrations. 11+613 p. (2 p. bibl.) front. il. maps D c. '20 Phil., Lippincott $1.32 n.

Myers, Charles Samuel

Mind and work; the psychological factors in industry and commerce. 11+175 p. D c. N. Y., Putnam $1.75 n.

Partial contents: Movement study; Fatigue study; Restriction of output; Industrial unrest.

Nelson, Mrs. Alice Ruth Moore Dunbar, ed.

The Dunbar speaker and entertainer, containing the best prose and poetic selections by and about the negro race; with programs arranged for special entertainments; with an introd. by Leslie Pinckney Hill. 288 p. front. il. pls. pors. O c. '20 Naperville, Ill., J. L. Nichols & Co. $2.50 n.

Selections are divided into juvenile, dialect (humorous and serious), dramatic, oratorical and commemorative.

Nevinson, Henry Woodd

Original sinners. 10+204 p. D N. Y., Huebsch $1.75 n.

Eight short stories.

Norton, Franklin P.

Six dramas of American romance and history. 42 p. Q c. '20 N. Y., The Schulte Press, 80 Fourth Ave. pap. 40 c. n.

Noyes, Pierrepont B.

While Europe waits for peace; describing the progress of economic and political demoralization in Europe during the year of American hesitation. 99 p. D c. N. Y., Macmillan $1.50 n.

The author was American Rhineland Commissioner, April 1919 to June 1920.

Oldmeadow, Ernest James

The hare. 424 p. D c. N. Y., Century Co. $2 n.

A novel in which Coggin, the hero of another story, appears grownup, and much in love with life, music, a woman and with God.

Onions, Oliver

A case in camera. 320 p. D '21 c. '20-'21 N. Y., Macmillan $2 n.

A murder mystery story in which a man is accused of killing his friend, under singular circumstances. The scene is laid in Chelsea, England.

Ostrander, Isabel Egerton [Robert Orr Chipperfield, Douglas Grant, pseud.]

The man in the jury box. 324 p. D c. N. Y., McBride $2 n.

The story of the mysterious murder of a man who had many enemies, among whom there were some who wished him dead.

Oyen, Henry, i.e., Olaf Henry

Twisted trails. 304 p. D [c. '21] N. Y., Doran $1.75 n.

A romance of love and intrigue with the scene laid in Louisana.

Park, Whyrill E.

A treatise on airscrews. 12+308 p. front. tabs. pls. diagrs. (part fold.) O (The directly useful technical ser.) '21 N. Y., Dutton $8 n.

A study of the problems of airscrew propeller design and construction.

Peek, Frank William, jr.

Dielectric phenomena in high voltage engineering; 2nd ed., [including new data]. 15+281 p. il. pls. diagrs. O c. '20 N. Y., McGraw-Hill $3.50 n.

Phillips, Philip Lee, comp.

A list of geographical atlases in the Library of Congress; v. 4, titles 4088-5324; with bibliographical notes. 162+639 p. O '20 Wash., D. C., Gov. Pr. Off., Supt. of Doc. $1.25

Pierce, William Dwight, ed.

Sanitary entomology. various paging O (Studies in science) c. '20 Bost., Badger $10 n.

Minnesota. Department of Labor and Industries

17th biennial report of the Department of Labor and Industries of the State of Minnesota; 1919-1920. 178 p. tabs. O Minneapolis, Minn., State of Minn., Dept. of Labor and Industries pap. gratis

Minnesota. University

Mining directory of Minnesota for 1920. 153 p. maps S (Univ. of Minn. School of Mines, Experiment Station) c. '20 Minneapolis, Minn., University of Minnesota pap.

Mitchell, Samuel Alfred, and others

Parallaxes of 260 stars; derived from photographs made at the Leander McCormick observatory. 695 p. front. tabs. Q (Columbia Univ. pub. no. 9, of the Ernest Kempton Adams fund for physical research) c. '20 N. Y., Lemcke & Buechner, 30-32 E. 20th St. pap. $3

Mookerji, Radhakumud

Local government in Ancient India; with a foreword by the Marquess of Crewe; 2nd ed., rev. and enl. 28+338 p. O (Mysore Univ. studies, no. 1) N. Y., Oxford Univ. Press. $5.65

Newburyport, Mass. Institution for Savings

A century of the Institution for Savings in Newburyport and its vicinity; 1820 to 1920; printed in commemoration of the 100th anniversary of its opening, April 5th, 1920. 44 p. front. pors. pls. facsms. O Newburyport, Mass., Institution for Savings pap. gratis

Nordenskiold, Erland

The changes in the material culture of two Indian tribes under the influence of new surroundings. 16+246 p. il. maps O (Comparative ethnographical studies, 11) N. Y., Oxford Univ. Press pap. $9

North Carolina. University

The state university and the new South; being the proceedings of the inauguration of Harry Woodburn Chase as president of the University of North Carolina. 104 p. O '20 Chapel Hill, N. C., Univ. of North Carolina, pap. 50 c.

Oxford University calendar for the year 1921. 26+711 p. O N. Y., Oxford Univ. Press $6.75

Palmer, Harold S.

Ground water in the Norwalk, Suffield, and Glastonbury areas, Connecticut; prepared in co-operation with the Conn. Geol. and Nat. Hist. Survey. 171 p. pls. maps (part. fold. and part. in pocket) O (Dept. of the Interior, U. S. Geol. Survey, Water-supply paper 470) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 65 c.

Pan American (The) Union

Commerce of Nicaragua for 1919. 7 p. tabs. O '20 Wash., D. C., The Pan American Union pap. gratis

Pratt, Sereno Stansbury

The work of Wall Street; an account of the functions, methods and history of the New York money and stock markets; 3rd ed., rev. and enl. by John Franklin Crowell. 25+447 p. (with bibl.) facsms. (part fold.) D '21 c. '03-'21 N. Y., Appleton $3.50 n.

Problem (The) of Christian unity, by various writers. 7+127 p. D (Christian Unity Foundation ser.) c. N. Y., Macmillan $1.75 n.

Addresses by Rev. S. Parkes Cadman, Rev. Arthur C. McGiffert, Bishop William F. McDowell, Bishop Ethelbert Talbot and others.

Rathbun, John B.

Aeroplane engines in theory and practice; including notes on the design, thermo-dynamic calculations and constructional details of all types of aeronautic engines and their accessories; a comprehensive, il. manual of self-instruction for designers, aeroplane constructors, and students; adapted either for schools or home study courses; details and dimensions of the Liberty twelve engine. 464 p. front. il. pls. diagrs. (part fold.) D [c. '21] Chic., Stanton & Van Vliet Co., 501 Plymouth Pl. $3.50 n.

Reference (The) catalogue of current [British] literature; containing the full titles of books now in print and on sale; with an index containing about 200,000 references; 1920; 3 v. various paging O N. Y., R. R. Bowker Co., 62 W. 45th St. ½ leath. $15 n.

Roberts, Morley

Hearts of women; [a novel]. 269 p. D '20 N. Y., Brentano's $1.90 n.

Robinson, Charles Mulford

The city sleeps [verse]. 129 p. front. (por.) D [c. '20] Bost., Cornhill Co. $1.50 n.

Ryskind, Morrie

Unaccustomed as I am [verse]. 3+121 p. D c. N. Y., Knopf $1.50 n.

Safroni-Middleton, A.

Sestrina; a romance of the South Seas. 256 p. D N. Y., Doran $2 n.

Schuster, Arthur, and Shipley, Arthur Everett

Britain's heritage of science. 15+334 p. front. (por.) pors. D N. Y., Dutton $5 n.

Appreciations of the scientific achievements of Sir Isaac Newton, Michael Faraday, James Clerk Maxwell, Lord Kelvin, Charles Darwin and others.

Shanahan, E. W.

Animal foodstuffs; their production and consumption; with a special reference to the British Empire; a study in economic geography and agricultural economics. 8+331 p. (3 p. bibl.) tabs. O N. Y., Dutton $5 n.

Shelly, Joseph Atkinson

Patternmaking; a treatise on the construction and application of patterns; including the use of woodworking tools, the art of joinery, wood turning, and various methods of building patterns and core-boxes of different types. 10+341 p. il. diagrs. O (Green ser.) c. '20 N. Y., The Industrial Press $3

Skilling, William Thompson

Nature-study agriculture; a textbook for beginners; il. from photographs and drawings. 7+332 p. front. D (New-world agric. ser.) '20 Yonkers, N. Y., World Bk. Co., 333 Park Hill $1.68 n.

Smedley, Emma

The school lunch; its organization and management in Philadelphia. 15+164 p. (2½ p. bibl.) front. pls. forms (part fold.) D [c. '20] Media, Pa., [Author], 6 East Front St. $3

A detailed account of personnel plans, and equipment needed to operate school lunchrooms.

Smith, Charles Alphonso

Edgar Allan Poe; how to know him. 350 p. front. (por.) D (How to know the authors) [c. '21] Indianapolis, Ind., Bobbs-Merrill $2 n.

A study of Poe, the man, and a critical analysis of his works.

Smith, John Warren

Agricultural meteorology; the effect of weather on crops. 24+304 p. maps tabs. diagrs. charts D (Rural text-book ser.) c. '20 N. Y., Macmillan $2.40 n.

Smith, Preserved

The age of the reformation. 12+861 p. (68 p. bibl.) O (American hist. ser.) c. '20 N. Y., Holt $5 n.; library ed. $6 n.

A study of the Reformation in its relations to the economic and intellectual revolutions of the 16th century.

Procès-Verbaux de la première session tenue à Washington 29 Décembre 1915 au 8 Janvier 1916. 145 p. O (Carnegie Endowment for International Peace) N. Y., Oxford Univ. Press $1

Rutherford, Joseph F.

Millions now living will never die. 124 p. D [c. '20] Brooklyn, N. Y., International Bible Students Assn. pap. 25 c.

Salonius, A. H.

Vitae patrum; kritische untersuchungen über text, syntax und wortschatz der spätlateinischen vitae patrum, B. 3, 5, 6, 7; [with bibliography]. 12+456 p. O (Acta societatis humaniorum litterarum lundensis, 11) N. Y., Oxford Univ. Press $12.60

Sellers, William & Co., Injector Dept.

Locomotive injectors and boiler attachments; 1920 ed. 95 p. front. pls. tabs. Q c. '20 Phil., William Sellers & Co., 1600 Hamilton St. bds. apply

Siebert, Wilbur Henry

The loyalists of Pennsylvania. 117 p. O (The Ohio state univ. bull., v. 24, no. 23) '20 Columbus, O., Ohio State Univ., Dept. of European History pap. $1.50

Smith, Jay Braisted Roe, ed.

New York laws affecting business corporations; containing the business corporations law, General corporation law, Stock corporation law, Applying provisions of the tax law, including the Stock transfer tax act, and The uniform stock transfer act and a Synoptic analysis; rev. to Jan. 1, 1921. 32+223 p. O [c. '21] N. Y., United States Corporation Co. pap. $2

Smith, Sydney Ure, and others, eds.

The art of Arthur Streeton; special number of *Art in Australia*. 20 p. [56] pls. (part col.) Q N. Y., Oxford Univ. Press $21 n.

Snedden, David Samuel

Sociological determination of objectives in education. 322 p. D [c. '21] N. Y., Lippincott $2.50 n.

Partial contents: The high school of tomorrow; The objectives of mathematics, physics, graphic and plastic arts, social education, [4 chapters]; The social objectives of vocational education.

Spalding, Frederick Putnam

Masonry structures. 10+404 p. O c. N. Y., Wiley $3.50 n.

Starrett, Vincent

Ambrose Bierce. 50 p. D c. '20 Chic., Walter M. Hill, 22 E. Washington St. $2 n. [250 copies]

Still, Alfred

Principles of electrical design, d. c. and a. c. generators; 2nd ed. 16+365 p. il. diagrs. O c. '21 N. Y., McGraw-Hill $3 n.

Stockdale, Fairbank B.

The future life; fact and fancies. 111 p. D [c. '21] N. Y. & Cin., Abingdon Press $1 n.

Partial contents: The basis of Christian thinking; The habit of life; The leaps of life; Mediums [Ouija boards etc.]; The silent answer.

Stone, James Kent

An awakening and what followed. 321 p. D Notre Dame, Ind., The Ave Marie $1.50

The story of the conversion of the author to the Roman Catholic Faith.

Strange, William Lumisden

Notes on irrigation, roads, and buildings; and on the water supply of towns. 23+849 p. (2 p. bibl.) diagrs. (part fold.) O N. Y., Dutton $18 n.

The author was formerly a chief engineer in Sind, India.

Thomsen, T. C.

The practice of lubrication; an engineering treatise on the origin, nature and testing of lubricants, their selection, application, and use. 11+607 p. il. O c. '20 N. Y., McGraw-Hill $6 n.

Thomson, John Arthur

Natural history studies; an anthology from the author's own works. 244 p. il. D c. N. Y., Holt $2 n.

Stories of plant and animal life for the four seasons.

Tixeront, J.

A handbook of patrology; authorized tr. based upon the 4th French ed. 4+380 p. O c. '20 St. Louis, Mo., B. Herder Bk. Co., 17 S. B'way $2.50 n.

Tomkeyeff, Serge, tr.

A short history of Russian literature; tr. from the Russian of Shakhnovski; with a supplementary chapter bringing the work down to date; written especially for this book by [the translator]. 180 p. D N. Y., Dutton $2 n.

A survey of Russian literature from the oldest documents of Slavonic speech down to the latest writings of Ropshin.

Train, Arthur Cheney

As it was in the beginning. 145 p. D '21 c. '20-'21 N. Y., Macmillan $1.75 n.

A story of love and business, with the plot laid in England.

Vachell, Horace Annesley

The fourth dimension. 305 p. D [c. '20] N. Y. Doran $2 n.

A story in which the question is asked "Is a professional career for a woman compatible with domestic happiness?"

Vilmorin-Andrieux et cie

The vegetable garden; il., descriptions, and culture of the garden vegetables of cold and temperate climates; English ed., pub. under the direction of W. Robinson; with an addendum by W. P. Thomson; 3rd ed. 19+805 p. il. O '20 N. Y., Dutton $10 n.

Voronoff, Dr. Serge

Life; a study of the means of restoring vital energy and prolonging life; tr. by Evelyn Bostwick Voronoff. 20+160 p. il. pls. O [c. '20] N. Y., Dutton $3.50 n.

Walker, A. H., and Walker, Horace

Conjuring tricks. 147 p. il. diagrs. D N. Y., Dutton $2 n.

Partial contents: Tricks with handkerchiefs and flags; Thought reading and spiritualistic tricks; Stage tricks and illusions.

Ware, Christine

The boy who lost his name. 122 p. D [c. '21] N. Y. & Cin., The Abingdon Press $1 n.

A story of character development for boys and girls.

Weaver, John V. A.

In American—poems. 80 p. D c. N. Y., Knopf $1.50 n.

West, Julius

A history of the Chartist movement; introductory memoir by J. G. Squire. 216 p. O c. '20 Bost., Houghton Mifflin $4 n.

White, Eliza Orne

The strange year; il. by Alice B. Preston. 146 p. D c. '20 Bost., Houghton Mifflin $1.65 n.

Witt, Robert Clermont

How to look at pictures; new ed.; with additional chapter. 16+183 p. pls. D '21 N. Y., Harcourt, Brace & Co. $2 n.

Formerly published in America by Macmillan in 1902, and by Putnam in 1906.

Young, Florence Ethel Mills

Imprudence. 317 p. D N. Y., Doran $1.90 n.

A novel in which a wealthy girl struggles to shake off the environment that is stealing her youth.

Zangwill, Israel

The voice of Jerusalem. 368 p. O '21 c. '20-'21 N. Y., Macmillan $3 n.

Partial contents: The position of Judaism; Songs of the Synagogue; Shylock and other stage Jews: The Polish-Jewish problem; The majesty of Armenia.

Tingley, Katherine

The mystical Christ. 12 p. D '20 Point Loma, Cal., Theosophical Pub. Co. pap. 15 c.

Van Ess, John

An aid to practical written Arabic. 8+384 p. O N. Y., Oxford Univ. Press $9.45

The Publishers' Weekly

62 West 45th Street, New York

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Two Valuable Library Lists for Publishers

We have a limited number of copies of two newly compiled lists of Special Libraries (those established in business offices, institutions, etc.). One contains the addresses of 246 in the City of New York; the other has addresses of 107 in Philadelphia and vicinity. We offer copies of the two for $1.00.

The Publishers' Weekly

Rare Books, Autographs and Prints

THE Walpole Galleries are paying a great deal of attention this season to find print sales, and the success with which Mr. and Mrs. Turnbull are meeting in this new field is the result of efficient management and well-earned confidence.

A notable collection of fine Persian, Indo-Persian and Indian manuscripts and miniatures will be sold at Sotheby's, in London, March 7. The need of money and prevailing high prices in art and literary lines are bringing material into the auction rooms of Europe and America from all parts of the world.

The collection of etchings belonging to Herschel V. Jones, of Minneapolis, which will be sold soon at the Anderson Galleries, is one of the most important ever offered at public sale in this country. It is especially remarkable for its zorns and fine impressions of the old masters of etching.

Many public and university libraries make their annual reports early in the year. A noticeable feature of the reports now appearing is the constant announcement of additions of important rarities by gift. The permanent looking up of rare literary material in the institutions in this country is proceeding at a prodigious rate, realized by very few.

Hatchards, London, rare book dealers, have just issued a catalog of sporting books, old and modern, together with a fine collection of books with colored plates by Aiken, Rowlandson, Cruikshank and other artists of the period, that is of special interest to collectors in this field. It contains 1375 lots, on a great variety of sporting subjects, with many items of special rarity.

An interesting Keats exhibition is now being held by the Boston Public Library. Among the association books is a copy of "Poems," 1817, in the original boards, uncut and unopened bearing on its title in Keats's hand writing: "To W. Wordsworth with the Author's sincere reverence." It would appear from the unopened pages that the poet laureate did not appreciate the gift of the poet enough even to glance thru its pages.

The fourth part of selections and purchases from the stock of George D. Smith, sold at the Anderson Galleries, February 23 and 24, by order of his estate, was made up mainly of miscellaneous booksellers' stock of moderate value. As might be expected, some of the prices were low. The great stock of this famous book-shop, thru private and public sale, is fast being dispersed and so far has had no disturbing effect upon the rare book market. Of course it has been done with a great deal of skill, but no amount of knowledge of the market could have sufficed if the real market had not existed.

If the Soviet government continues its present attitude toward the private ownership of books it is predicted that there will be an exodus of Russian scholars and writers to Paris and New York and possibly Washington. The Congressional Library would furnish excellent facilities for library work. It has the most extensive collection of Russian books outside of Russia. It includes manuscript records of the early Russian settlement in Alaska and in pure literature it includes the best edition of every important Russian writer. Even the arts are fairly represented, notably by a set of the Ravinski publications, perhaps the most complete in existence.

The Boston *Transcript* of February 16, devoted eight pages to an annual review and general news along rare and old book lines. A year ago, or a little more, it issued a rare book section, the first we believe ever issued by a daily newspaper and this repetition of the idea indicates that this may become a regular annual feature. If so it will strengthen the hold which the *Transcript* has upon all who have to do with rare books. The *Transcript* holds a unique position among newspapers on account of the attention it has given to bibliographical and general news of interest to collectors and the rare book-trade. The service which George H. Sargent has rendered in this connection is now being widely recognized and appreciated.

Mrs. Flora V. Livingston, of the Widener Memorial Library of Harvard University, has made a valuable contribution to bibliography in a privately printed work entitled, "Swinburne's Proof Sheets and American First Editions. Bibliographical data relating to a few of the publications of Algernon Charles Swinburne with notes on the priority of certain claimants to the distinction of Editio Principes." Mrs. Livingston has made a painstaking examination of the "Bibliography of Swinburne" privately printed by Thomas J. Wise, in 1918. This work has been checked up with the Swinburne collections in Harvard University and other institutions and private collections and has resulted in furnishing additional data especially relating to the American editions some of which were earlier than the English editions which Mr. Wise distinguishes as *editiones principes*. Mrs. Livingston says it is likely that a more extended comparison would probably show other unrecorded treasures.

A public meeting of the Robert Louis Stevenson Club, founded in Edinburgh about a year ago, was recently held in Glasgow. The objects of the club which have been formulated with care, were outlined by J. Mullo Weir, honorary secretary, and include (1) the holding of meetings of members at which lectures and addresses may be given on subjects

bearing on the life and work of Robert Louis Stevenson; (2) the collection by gift, purchase, and bequest of manuscripts, letters, portraits, and other articles connected with Stevenson, his family circle, and friends; the formation of a library of the different editions of his works and of standard literature dealing with his life and works and the exhibition to the public of the collections so formed; and (3) the fostering of interest in Stevenson's life and works in the schools and universities of Scotland by the establishment of prizes, scholarships, etc. The growth of the club in a single year has been remarkable. It started with fifty members, in less than two months had 300 on its roll, and the number has now reached 700. There are members not only in Scotland and England but in all parts of the world including America, Honolulu and the Phillippine Islands. Important gifts have already been received toward the club's collection of Stevensonia, and many other contributions are under promise either of gift or loan.

Leslie Chaundy & Co., rare book dealers of London, in a handsomely printed catalog of miscellaneous rare books, in a foreword, has this to say about catalog printing: "It seems to us that usually a catalog is a one-sided arrangement. It is compiled to sell something and sell that something in a hurry. In nine cases out of ten it is badly arranged and carelessly printed on poor paper. That may do very well for articles in daily use which are easily replaceable, but in the case of books, whether old or new, a poorly produced catalog degrades the transaction to a much lower level. There is no getting away from the fact that fine books are a luxury; therefore some pains should be taken in the selling and buying of them. A casual glance down a catalog which is then thrown in the waste paper basket, is not enough. It is a subject which requires careful thought. So pains should be taken. There are obvious advantages on both sides. The recipient knows that a carefully compiled catalog proves that the shopman showing off his wares obviously loves his business, and so the books will be carefully chosen and will be in fine condition. The shopman knows on the other hand, that an attractive, and above all a true description, will bring in more business. The difference in actual cost between a badly and a well-produced catalog is so infinitesimal that no extra price has to be added on the books to pay for the cost of production. F. M. H.

Auction Calendar

Saturday afternoon, March 5th, at 1:15 o'clock. American broadsides, including many important items. (No. 116; Items 180.) Heartman Auction Co., 31½ Merchants Row, Rutland, Vt.

Catalogs Received

Books in general literature. (No. 904; Items 362.) Lowe, Brothers, 45, Newhall Street, Birmingham, England.

Canadiana and Americana, books and pamphlets. (Items 368.) A. H. O'Brien, 1 Hawthorne Avenue, Toronto, Canada.

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Nernst, Theoretical Chemistry.
Anything on Asthma; Oral Surgery.
Haab, Atlases on Eye.
Peacock, Congenital Heart.
Am. Journal Roentgenology, Any copies.
Gaskell, Origin of Vertebrates.
Watkins, Diagnosis by Blood.
Robinson, Abdominal Brain.
Coleman, Electricity in Eye Ear.

J. K. Gill Co., Portland, Oregon

McLoughlin and Old Oregon, Eva Emery Dye.
Birds of Oregon and Washington, Lord.
Howell's Flora of the Northwest.
Condon, Origin Geology.
Reminiscences of a Ranchman, Edgar Bronson.
Berenson, Venetian Painters of the Renaissance.
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Jurgen, Cabell.
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George Gissing, Charles Dickens, a Critical Study.
Moderwell, Theatre of Today.
Morrison, Tales of Mean Streets.
Jacks, Alchemy of Thought.

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The World's Warrant, by Nora Davis.

Gittman's Book Shop, 1225 Main St., Columbia, S.C.

Macarthy, If I Were King.

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Dr. J. E. De Kay, Anything.
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H. McMurtie, Sketch of Louisville, 1819.
Drake's Poems, 1836, pub. by DeKay.
Harland, Marion, Common Sense in the Household.
Lamon, Ward H., Life of Lincoln, 1872.
Cunliffe, New Shakesperian Dictionary.
Brandes, Wm. Shakespeare.
Clarke, Mrs. Cowden, Complete Concordance to Shakespeare.
Moulton, Shakespeare as Dramatic Artist.
Wendell, B., Wm. Shakespere.
Master, Tennyson as Religious Teacher.
Hough, Alfred, Lord Tennyson.
Berdoe, Browning Cyclopaedia.
Pitcher, Anne Thackeray, Records of Tennyson, Pushkin, etc.
Hutton, Essays Theol. and Lit., Browning, Tennyosn, Arnold.
Orr, Handbook to Browning.
Arnold, Introduction to Wordsworth.
Shairp, Studies in Poetry and Philosophy.
Swinburne, Words and Byron (Miscellanies).
Dowden, Studies in Literature.
Walker, Age of Tennyson.

Goodspeed's Book Shop, 5A Park St., Boston

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Benson, Cat. of Etchings.
Book Prices Current, 1919.
Brown, B. T. A., Hist. N. Y. Stage.
Chambers, Mediaeval Stage, 2 vols., Clarendon Pr.
Conell, Joe, 30 Yrs. Among Players, 1844, N. Y.
Daly, C. P., First Theatre in America.
D. A. R. Lineage Books, sets or early vols.
Dawson, German Empire.
DeVinne, Hist. Printing.
Dexter, England and Holland of Pilgrims.
Duckworth, Morphology and Anthropology, Putnam.
East Haddam, Ct., Old Chimney Stacks of.
French, A. D. W., Surnames and Coats of Arms of Williamses.
Gilsum, N. H., History of.
Hammond, Colonial Mansions of Md. and Del.
Hanna, C. A., Scotch Irish in America, 2 vols.
Innes, J. H., New Amsterdam and Its People.
Ireland, J. N., Records N. Y. Stage.
Ludlow, N. M., Dramatic Life as I Found It.
Lyons, Colonial Furniture.
Maine, Doc. Hist. of, vol. 2.
Naumann, Hist. Music, transl. by Prager.
Nichols, R. S., English Pleasure Gardens.
Norris, Amer. Angler's Book.
Obenchain, Hand-woven Coverlets.
Phelps, H. P., Players of a Century.
Print Collector's Quarterly, vol. 1, no. 1.
Pusey, Dr., Letters and Other Works of.
Rosenkreuz, C., Fraternity of True Brothers.
Scott, Leader, Cathedral Builder, London.
Seidlitz, W von, Hist. Japanese Color Prints, orig. ed.
Smiles, Sam, Thrift, Harper ed.
Soc. Preservation New Eng. Antiquities, Bulletin no. 3.
Town, J. R., 60 Yrs. of Theatre.
Treves, Cradle of Deep.
Walker, Williston. 10 New England Leaders.
Warner, Susan, My Desire.
Wegelin, O. L., Beginning of Drama in America.
Westchester Co., Early Wills, 1898.
Yule, Marco Polo.
Genealogies: Barrell.
Bartlett.
Brewster, 2 vols.
Browning, Americans of Royal Descent.
Geer Gen., by Walter Geer.
Hollingsworth.
Hoyt, 1871.
Johnston, Peter, Descend. of.
Nye gen.
Peirce, E. W. Biog., genealog., etc., of Barnaby, Godfrey, etc., 1874.
Percy, Hist. of House of, 2 vols.
Stewart or Stuart.
Any genealogies or local histories.

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Descendants of John Thomson, 1917.
Duncan, A., Social Departure.
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Hawthorne, Scarlet Letter, first edition.
Jones, Dead Towns of Georgia.
Keppel, Golden Age of Engraving.
Mass. Hist. Soc. Collections, 5th ser., vol. 7.
Masters in Art, August, 1908.

Edwin S. Gorham, 11 West 45th St., New York

Sportsman, by Nimrod.
Poems of Bishop Ken.
Coming of the Saints, Taylor, pub. by Dutton.

Paul Gottschalk (Berlin) c/o Heidelbach Tckelheimer & Co., 49 Wall St., New York

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W. L. George, Intelligence of Woman.
Otto Weininger, Sex and Character, Putnam.
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The World We Live in Now, Trollope.

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William Helburn, Inc., 418 Madison Ave., N. Y.

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Memoirs of Madame Rolland.
G. Morris's Life and Letters.
Corporation Laws of Illinois.

Himebaugh & Browne, Inc., 471 Fifth Ave., New York

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Historic Homes and Churches, Lancaster, 4 copies.
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Record of Friendship, Gilder.
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Hochschild, Kohn & Co., Howard St., Baltimore, Md.

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Child-Life in Colonial Days, Earle.
Life of Madame Louise of France, Leon de la Briere.
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Fenton's Hebrew History, Huneker.

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A Princes and Another, Stephen Jenkins, pub. by B. W. Huebsch.

Paul Hunter, 401 1-2 Church St., Nashville, Tenn.

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Warner, Library of the World's Best Literature.
Great Events, vols. 21 and 22, blue cloth with gold designs on the side.

Henry E. Huntington Library, San Gabriel, Cal.

U. S. Congress, Biographical Congressional Directory, 1911, Washington, Gov. Printing Office.

Geo. W. Jacobs & Co., 1628 Chestnut St., Philadelphia, Pa.

Advanced Psychology, by William James, 2 vols.

Hall N. Jackson, 719 Vine St., Cincinnati, O.

G. J. Smith, Eternalism.
Jerry.
Michael, brother of Jerry.
Hough, The Outlaw.

Jersey City Free Public Library, Jersey City, N. J.

Botsford, History of the Orient, Greece and Rome for high school.
Orr, Fitschlian Theology and the Evangelical Faith.
Saylor, Bungalows.
Talbot, Mind of the Disciples.
Upham, Wise Men and Who They Were.
Howell, James, Epistolae Ho-Elianae.

Johnson's Bookstore, 391 Main St., Springfield, Mass.

Chain of Prayer Across the Ages, Fox.

Kansas City Book Exchange, 715 Main St., Kansas City, Mo.

The Cruise of the Corwin in Alaska.

Library, Kansas State Normal School, Emporia, Kansas

Connelley, Kansas and Kansans, 4 vols.

Kendrick-Bellamy Co., 16th St. at Stout, Denver, Colo.

Shay's Book of the Southwest.
Soldiers of the Cross, Archbishop Salpointe.
Maid at Arms, Robert W. Chambers.
Thome's History of New Mexico.

Kimball Bros., 46 Columbia St., Albany, N. Y.

Scarlett's Memoir of First Lord Abinger.
Dillon's Rhetoric.

Kleinteich's Book Store, 1245 Fulton St., Brooklyn,

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Irwin, Secret of Old Thunder Head.
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Tricotrin, Ouida.
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News and Ads.
Advertising and Selling.
Open Boat, Crane.
South Mountain Magic, M. V. Dahlgren, Boston, 1882.
Orchids of New England, Henry Baldwin.
St. Ives; Sketches; Letters, 2 vols., Life, 2 vols.; Miscel., Stevenson, Thistle ed.; give dates.
Culture and Restraint, Black, Revell.
The Theatre of Today, Moderwell.

John A. Lavender, 263 River St., Troy, N. Y.

Seaport Towns of New England, Hildegard & Hawthorne.
Britannica, 11th ed.

Lemcke & Buechner, 30 E. 20th St., New York

Parsons, Pathology of the Eye, 4 vols.

C. F. Lewis, 622 Pike St., Seattle, Wash.

Shufeldt, Studies of the Human Form.
Criminology, anything on the subject.
Ingersoll, Dresden ed., vol. 3 only.
Lewis and Clark, anything on expedition.
Boswell's, Life of Johnson.

Library Co. of Phila., Locust & Juniper Sts., Phila.

Oppenheim, Anna the Adventuress, Little, 1904.
Reynolds, Make-shift Marriage.
Norris, No New Thing, Holt, 1882.

C. F. Liebeck, 859 East 63rd St., Chicago, Ill.

Sabin's Dictionary, Americana, any parts.

N. Liebschutz, 226 W. Jefferson St., Louisville, Ky.

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Little, Brown & Co., 34 Beacon St., Boston, Mass.

Fifty Years of Darwinism, pub. Holt.
Kellogg's Darwinism, pub. Holt.
Curtin's The Mongols.

B. Login & Son, 152 E. 23rd St., New York

Beaumont, Physiology of Digestion.
Laennaec, Diseases of the Chest.
Thatcher, Medical Biography.
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Lord & Taylor Book Shop, 5th Ave., 38th St., N. Y.

Thomas, Her Husband's Wife, Doubleday, Page.
Escoffier, A Guide to Modern Cookery.
Harris, The Circuit Rider's Widow.
Marshall, History of Rome, Stokes.
Iles, Invention at Work.
Making Life Worth While.

Loring, Short & Harmon, 474 Congress, Portland, Me.

Idyll of Twin Fires, Eaton, D., P. or Grosset.
Poems of Nature, Burroughs, D., P. or Grosset.
Oxford Bible, 01565x.
Meaning of Evolution, Schmucker, Mac.
Morphy's Games of Chess, Mac.
Love Watch, Knight, Pilgrim Press.
Ridpath's History.
Burton Holmes' Travelogues.
World's Best Literature, Warner.
Creed of Her Father, Wheeler, Britton, 2 copies.
Adventures of Capt. Horn, Stockton, Scribner.
Diseases of Swine, Lynch, Saunders.
Anything on diseases of Swine.
Return of Peter Grimm.
Thoreau's Walden, cloth, 8 vols., illus., Crowell.
Evening of Life, Jeremiah Chaplin, Boston, 1859.

Lowman & Hanford Co., Seattle, Wash.

Luther Burbank, Williams, pub. Hearst's.

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The Montessori Manual, Theodore L. Smith.
Taft, History of American Sculpture, 1917.
Wright, Light, pub. Macmillan.
George Field, Chromotography, original ed.
Tasso, Jerusalem Delivered.
The Admirable Thinker, Jepson.
Life of Marshall, Beveridge.
David M. Parry, The Scarlet Empire.
Prof. Hugo Munsterberg, On the Witness Stand.

Newman McGirr, 39 S. 19th St., Philadelphia

Shoemaker, Col. Henry W., Captain Logan.
Meginness, History of West Branch Valley, Susquehanna River.
Dahlgren, Mrs., South Mountain Magic.
Wharton, In Old Pennsylvania Towns.

McGraw-Hill Book Co., 370 Seventh Ave., New York

The Hunting of the Snark, L. Carroll.

Madison Book Store, 61 E. 59th St., New York

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Walker, Practical Cost Keeping for Contractors.
Valera, Pepita Jimenez.
For Percival.
Acetylene, Its Generation and Use.

L. S. Matthews & Co., 3563 Olive St., St. Louis, Mo.

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Prostatic Diseases, any.
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Moorehead, Trautmatic Surg.
Dental Books, any.

Isaac Mendoza Book Co., 17 Ann St., New York

Turquan, Empress Josephine, trans. Montagu.
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Ross, Lives of the Early Medici.
Brown, Grammar of Grammars.
Froude, Short Stories on Great Subjects, English ed.

Methodist Book Concern, 150 Fifth Ave., New York

Hooker's Petrology.
Features of American Parks.
Christian Manliness, Thompson.

Wm. Harvey Miner Co., 3518 Franklin Ave., St. Louis

Ritter, J. P., Jr., Book of Mock Trials, 1886.
Songs of Bilitis, Louy's.

S. Spencer Moore Co., Charleston, W. Va.

Damon and Pythias.

Moroney, Third St., Cincinnati, Ohio

Lombrioso, 2 sets.
LaSalle eds., Transportation and Traffic.
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N. Y. Medical Journal, last half, 1897.
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Taylor's John Godfrey's Fortunes, New York, 1865.
Coke on Littleton.
Littleton Institutes.

Newbegin's, San Francisco, Cal.

Annals of San Francisco.
Jarves' History Sandwitch Islands.
Hiram Bingham, Residence in Sandwich Islands.
Campbell's Voyage Around the World.
Narrative of Five Youths of the Sandwich Islands.
Early California items.
Early Hawaiian items.
Thrums Annual, all.
Young, De Medici, 2 vols., Dutton, one set.

Daniel H. Newhall, 154 Nassau St., New York

Avery, History of Georgia.
Asbury, Reminiscences of Quincy, Ill.
Abel, Indian as a Slaveholder, second hand.
Binns, Abraham Lincoln.
Chappell, Miscellanies of Georgia.
Cannon, LeGrand B., Personal Reminiscences.
Chandless, Visit to Salt Lake.
Ceremony Among the Apaches.
Conant, Vanished Races of Mississippi Valley.
DuBois, Life of Yancey.
Echoes from the South.
Fowler, Lincolniana Bookplates.
Foote, Casket of Reminiscences.
Ferris, Mrs. B. G., Mormons at home, 1856.
Gifford, The Everglades, 2nd ed.
Hall, Legends of the West, 1832.
Hough, Story of the Outlaw.
Handlin, American Politics, New Orleans, 1864.
Hull, Boy Soldiers of the U. S. A.
Humfreville, 20 Years Among the Indians.
Hall, E. H., The Great West, 1864.
Harrington, G. F., Inside: A Chronicle of Secession.
Jenks, Poetical Scraps and Scribblings.
Kelton, Indian Names of Places.
Kinzie, Wau-Bun.
Lewis, Thos. B., What I Have Saved from the Writings of My Husband, San F., 1874.
Lothian, The Confederate Secession.
Lester, The Yosemite.
Learned, An American Migration.
Lamon, Dorothy, Recollections of Lincoln, 2nd ed.
McPherson, History of Reconstruction.
Meeker, Ventures and Adventures.
McIlhany, Recollection of a 49'er.
Martin, Great Parliamentary Battle, 1905.
Mayes, Life of L. Q. C. Lamar.
Mordecai, By-Gone Days in Richmond, 2nd ed.
McClay, Sketches of Debate in First Senate.
Muller, Voyages et Decouvertes, Amsterdam, 1788, 2 vols.
Maurice & Cooper, 19th Century in Caricature.
Nealy, In the Trail of the Pack Mule, 1902.
Newlin, Proposed Indian Policy, Phila., 1881.
Oakleaf, Lincoln, His Friendship for Humanity.
Order of Lincoln, Provisional Ritual.
Onstot, Pioneers of Menard and Mason County, Ill.
Parkyns, Prehistoric Art.
Palladino, Indians and Whites of the Northwest.
Peters, Life of Carson, N. Y., 1858.
Peyton, The American Crisis, 2 vols.
Quinn, Heroes and Heroines of Memphis.
Rusling, The Great West.
Ray, H. Cordelia, Poems, 1910.
Radical Rule, Military Outrage in Georgia, 1868.
Steele's Western Guide Book, Buffalo, 1839.
Southern Almanac, 1863.
Stewart, Lincoln Portraits.
Schaff, Sunset of the Confederacy.
Schurz & Bartlett, Abraham Lincoln.
Saluts, A Week in the Yellowstone, 1895.
Schauffler, Romantic America.
Smith, Book of 100 Bears.
Sitgreaves, Down the Zuni and Colorado.
Smith, T. M., Legends of the War.
Taylor, Running the Blockade.
Unitarian Church, Charleston, S. C., The Old and the New.
Underwood, Women of the Confederacy.
Van Tramp, Prairie Adventures, St. Louis, 1859.
Wilkinson, Narrative of a Blockade Runner.
Williams, Model Republic.
York, Brantley, English Grammar, 3rd ed., 1864.

New York State Library, Albany, N. Y.

Smith, George, Chaldean Account of Genesis, 1876.

Norman, Remington, Charles at Mulberry, Baltimore

Stirling, Coke of Norfolk, Lane.
Elkinton, Egg and Poultry Raising at Home.
Books on Etchings and Engravings.
Herodotus, Trans. by Rawlinson, 4 vols., cloth.
First Forty Years Washington Society, Kings.
Malloch, Romance of 19th Century.
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Old New York Book Service, 1929 Barnes Ave., N. Y.

Lamb's History of New York.
Wilson's History of New York.

E. H. Otting, Warren, Ohio

Reign of Terror, vol. 1, London, 1826.
Newton, Amenities of Book Collecting.
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Oppenheim, The State.
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Brown, 507 Mechanical Movements.
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Presby. Book Store, 6th Ave. & Wood St., Pittsburgh

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Presby. Com. of Pub., 6 N. Sixth St., Richmond, Va.

Thompson & Spurgeon's Home Worship and the Uses of the Bible in the Home.

Providence Public Library, Providence, R. I.

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Moxon, Mechanic Exercises, original ed.
Rickert, American Lyrics.
Swan, Girls' Christian Names.

Publication Book Store, 427-16th St., Denver, Colo.

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Noll, History of Mexico.
Huneker, Painted Vales.
Lockwood, Colonial Furniture, 2 vols.
Dog and the Child and the Ancient Sailor Man.
Boegli, Forward.
James, Washington Square.
Kenyon Cox, Classic Point of View.
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Peters, Early Hebrew Story.
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Stevenson, Art of Velasquez.
Whitman, Works, 10 vols.
Beach, Spoilers, illus. ed.
Godwin, Poems of Wm. Cullen Bryant, 2 vols.
Young Folks, January, 1868, or whole vol., 1868.

Raymer's, 5 N. Division St., Grand Rapids, Mich.

Moments in Art, A. C. McClurg Co.
Early History of Ipswich, Mass., Hammet.
Concord in Colonial Days, Wolcott.

Peter Reilly, 133 N. Thirteenth St., Philadelphia

Berkeley, Works, Bohn Library.
Ponce de Leon's English-Spanish Technological Dictionary, ed. of 1892 or 1893.
Saxe's Fun Among the Poets.
Kant, Principles of Politics.
Printers' Ink, complete set.
System, Advertising and Selling, and Forbes.

Publicity Director, Robertson-Cole, 723-7th Ave., N.Y.

Seymour Charlton, Maxwell.

E. R. Robinson, 410 River St., Troy, N. Y.

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Lockhart, Life of Scott.
Darwin's Works, set.
Boswell's Life of Johnson.
Wallace, E., Mark Twain on the Happy Island.
Ross, D. W., Theory of Design.
Harmonics Series, T. K.
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Gates, E., Plow Woman.
Hayden, Surveys of the Territories, part 1, 12th report.
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Survey of the 40th Parallel.
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Souvenir Serge de Diaghileff's, Ballet Russe.
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Jervis, W. P., The Pottery Mark.
Lewis and Clarke Expedition, D., M. Co., vol. 8.
Aldus Classics, Connoisseur ed., vol. 1.
Psychology of Insanity.
Magner, D., Facts for Horse Owners.
Golden Days, bound vols.
Belisle, American Family Robinson.
St. Clair, Victor, Forge and Furnace.
Russell, W. C., Flying Dutchman.
Terry, T. B., Our Farming.
Gruner, T., Practical Farm Chemistry.
Davis, A. J., Nature's Divine Revelations.
Harris, Mrs., Circuit Rider's Widow.

Rosenbach Co., 1320 Walnut St., Philadelphia

Buxton Forman, Keats, 5 vols., 1908.

Harold G. Rugg, Hanover, N. H.

Hunt's Engraving, The Bathers.
Books on printing, private presses.

St. Paul Book & Stationery Co., 55 E. 6th St., St. Paul, Minn.

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Books on making all kinds of beverages.

Schoenhof's French Bookshop, 15 Beacon St., Boston

Peacock, Thomas Love, Letters to Edward Hookham and P. P. Shelley, with fragments of unpublished mss.
Bibliophile Society, Boston, 1910.

Schulte's Book Store, 80 Fourth Ave., New York

Bexendale, Dictionary of Anecdotes, 1896 ed.
Jowett's Plato, complete ed.
Africa's Forest Jungle, Rev. R. H. Stone.
The Way, G. W. Pepper.
An Unknown People in an Unknown Land, W. Barbrooke Grubb.

Scrantom, Wetmore & Co., Rochester, N. Y.

Narrative of the Captivity and Adventures of John Tanner, New York, 1830.

Charles Scribner's Sons, 5th Ave. at 48th St., N. Y.

Carroll, Rhyme and Reason, Macmillan.
Holden, Mogul Emperors of Hindustan.
Masters, E. L., Spoon River Anthology, 1st ed.
Maupassant, Pierre and Jeanne, Brentano.
Peck Genealogy, pub. Mudge, Boston, 1868.
Reynolds, Man Who Won, Brentano.
Riordan, Plunkett of Tammany Hall, McClure.
Rives, The Castaway.
Uzanne, Fashion in Paris in the XIX Century.
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White, First Hague Conference, latest ed., American Peace Society, Washington.
Crowe & Cavalcaselle, Life of Raphael.
Du Cane, Flowers and Gardens of Japan, London, Black.
Du Cane, Flowers and Gardens of Madeira, London, Black.
Educational Review, 1891-99, vol. 1, latest ed., Educ. Rev. Pub. Co.
Educational Review, Analytical Index to vols. 1 to 25, Jan., 1891, to May, 1903, latest ed., Educ. Rev. Pub. Co.
Educational Review, May, 1903, vols. 26 to 50, June, 1903 to Dec., 1915, latest ed., Educ. Rev. Pub. Co.
Gissing, Our Friend the Charlatan, Holt.
Goff, Florence and Some Tuscan Cities, London, Black.
Haynes, Election of Senators, latest ed., Holt.
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Pillsbury, Figures Famed in Fiction, Rand.
Scott, Texts of the Peace Conference at the Hague, 1899-1907, with English translation and appendix of related documents, latest ed., Ginn.
Taft, Present Day Problems. A Collection of Addresses. latest ed., Dodd.
Van Gogh, Letters of a Post Impressionist, Houghton, Mifflin.
Allen, G., Evolution in Italian Art, Wessels, 1908.
Andrews, W. L., An English XIX Century Sportsman and Bibliophile, Dodd, Mead, 1906.
Brooke, S. A., Four Victorian Poets, Putnam.
Brown, A. F., Sylviculture in the Tropics, Macmillan.
Brownell, W. C., French Art, large illus. ed., Scribner, 1901.
Burgess, Political Science and Comparative Constitutional Law, 2 vols., latest ed.
Calderwood, Life of the Salmon, Longmans.
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Country Life, English, Aug. 28th, 1920.
Crane, Cinderella's Picture Book, Lane.
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Davis, S., Influence of Wealth on Imperial Rome.
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Jackson, Goldsmiths and Their Marks.
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Joly, L. H., Legend in Japanese Art.
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Leger, History of Austria-Hungary to 1899, Putnam.
Lewis, M., Ethics of Wagner's Ring of the Nibelungs, Putnam.
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Millais, Manuals of Great Britain and Ireland.
Osgood, American Colonies in the 17th Century, Macmillan, 2 vols.
Peasant Art in Austria-Hungary.
Peasant Art in Sweden.
Petrie, Historical Scarabs, Nutt, 1889.
Philippine Journal of Science, March, 1919.
Planche, Pursuivant of Arms.
Poore, Pictorial Composition.
Sargent, Economic Policy of Colbert, Longmans.
Service Book of Greco-Russian Church, trans. by Hapgood, Houghton.
Sexton, Stories of California, Macmillan.
Sheehan, Passport Invisible, Doran.
Stevenson, St. Ives, vol 21, Thistle ed.
Swedenborg, Gist of Swedenborg, Lippincott.
Swinnerton, R. L. Stevenson, Kennerley.
Taft, Presidential Addresses and State Papers from March 4th, 1909, to March 4th, 1910, Doubleday.
Taylor, I., The House of the Wizard.
Watson, J., Ian Mac Laren, Cure of Souls, Beecher Lectures, Doran.
Webster, Quilts, Their Story and How to Make Them, Doubleday.
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Hegel, Hist. of Philos., 2 vols., tr. Haldane.
History of American Thought.
Caffin, Photog. as a Fine Art, 1901.
Hone, W., Anc. Mysteries Describ., 1823.
Journal of Philos., Psychol. & Sci. Method.
Lacroix, Manners, etc., During Middle Ages.
Leibniz, Philos. Works, 2nd ed., Little.
Mencken, H. L., American Language.
Mental Hygiene, Albany, N. Y.
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Indiana Legislator Acts, 1905, '07, '09, '11, '13, '15.
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Stewart & Kidd Co., Cincinnati, Ohio

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Cathedral Cities of England, by Geo. Gilbert, 1905, illustrated by Collins.

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Peirem, Son of Silence.
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Hodgson, How to Distinguish Old Chinese Porcelain, pub. McClurg Co.
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Ancient Cities of the New World, Charney.
Atlas to Stephen, Yucatan, Catherwood.
Overland Journey, Horace Greeley..

L. M. Thompson, 29 Broadway, New York

English Notes, Boston Daily Mail Office, 1842.

Thoms & Eron, 34 Barclay St., New York

Boys' and Girls' Bookshelf.

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Medley, Church and the Empire.
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Weitenkampf, How to Appreciate Prints.

University of Oregon Library, Eugene, Ore.

Fitch, Clyde, Cowboy and the Lady.
Clement, E. W., Handbook of Modern Japan.

University of South Dakota Library, Vermillion, S. D.

Journal of Geography, vol. 2, Dec. 1903, vol. 3, Apr., May, Sept., 1904.
Educational Review, vol. 52, June, 1916.
Journal of Geology, vol. 4, Jan. and Sept., 1896.
U. S. Dept. of Labor Bul. 201, 86, 200, 205, 209, 210.

University of Vermont Library, Burlington, Vt.

Market Growers' Journal, May 1st, 1920.
Spectator, Jan. 24, 1920.

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Sabins, Dictionary Americana.

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Encyclopedia Britannica, 8th ed. or earlier, cloth or leather.
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History of Oratory, Lorenz and Scars.
Cloud of Witnesses, Theo. Tilton.
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Williams Bookstores Co., Under the Old South Meeting House, Boston, Mass.

Adams, Confessions of a Wife.
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Amstutz, N. S., Photoengraving, pub. Inland Printer.
Bird, Robert, Paul of Taursis.
Bourdillon, F. W., Ailes D'Alouette, pub. Robert Bros., 1892.
Bouve, Pauline C., Their Shadows Before.
Bridl, Arthur, Internal Secretory Glands.
Brown, William Horace, Story of a Bank.
Burrough's Under the Moon of Mars.
Burton, Richard F., Kasidah.
Burdette, Robert, Chimes from a Jester's Bells.
Carrol, Louis, Rymn and Reason.
Catalogues of Household Decorative Objects (18th Cent.), Samuel A. Goddard, pub. Fletcher & Gardiner, Birmingham and Glasgow.
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Descartes' Works, Haldane & Ross, tr., Putnam, 1913.
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Dercum, Clinical Manual of Nervous and Mental Diseases.
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Einstein Theory of Relativity, Larmor.
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Fichte's Science of Knowledge, Kroeger, tr., 1869 or later.
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Hegel's Phenomonolgy of Mind, Baillie tr., 2 vols., Mac., 1910.
Hegel's Philosophy of Religion, Speirs trans., 3 vols.
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Hopkins, Albert, Magic.
Hunters, Williams, Stiegel Glass, Houghton Mifflin, 1914.
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King's Manual of Obstetrics, leather.
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Leibnitz, Philosophical Works, Duncan tr., 2nd edition, 1908.
Lotze's Metaphysics, Bosanquet tr., 2 vols., 2nd ed., Oxford, 1884.
Macmillan, The Deeper Teaching of Plant Life.
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Entered as second-class matter June 18, 1879, at the post office at New York, N. Y., under the Act of March 3, 1879. Subscription price, Zones 1-5, $6.00; Zones 6-8, $6.50; Foreign, $7.00.
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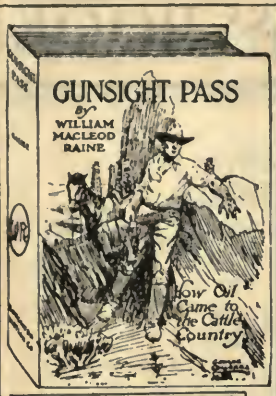

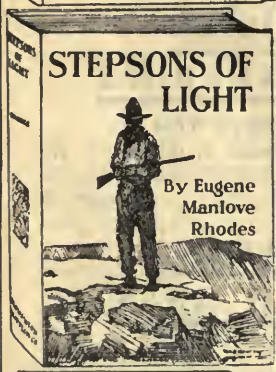

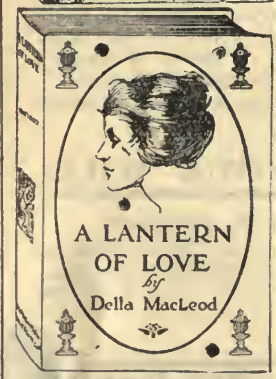

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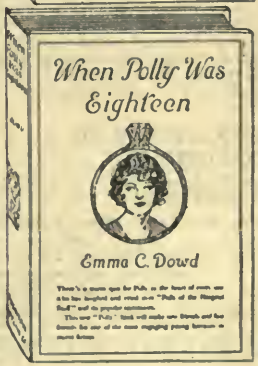

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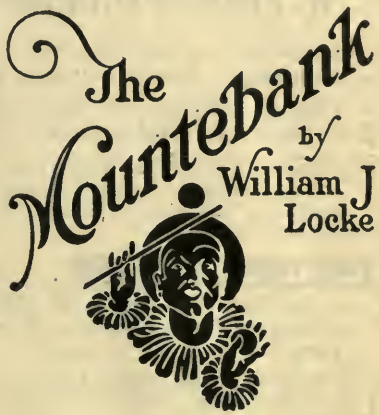

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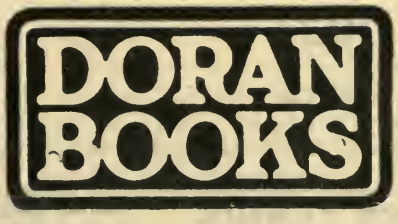
Spring  1921

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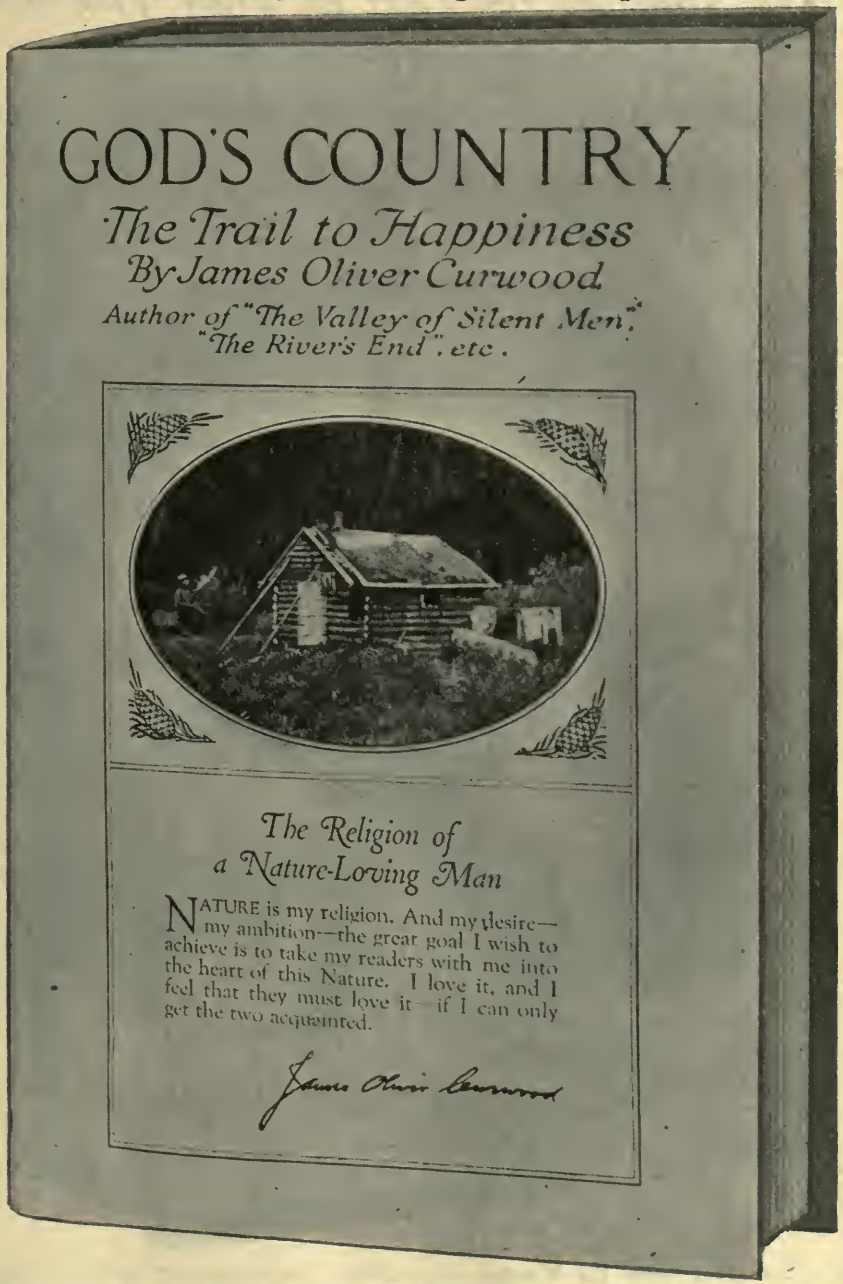

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from Our Spring List

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Marshall Jones Co.	18.
A. A. Knopf	16.
B. W. Huebsch	15.
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Henry Holt & Co.	9.
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By Adriana Spadoni

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By Eugene O'Neill

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By F. Sturges Allen, General Editor, Webster's New International Dictionary

THE WAYS OF THE CIRCUS — Illustrated, Crown 8vo, Cloth, $2.25 net
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UP THE SEINE — Special Tourist Edition, Illustrated, Cloth, Post 8vo, $2.50
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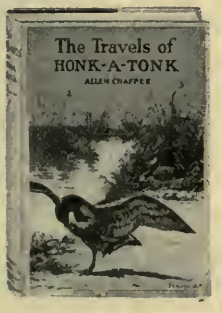

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The Publishers' Weekly
FOUNDED BY F. LEYPOLDT

March 12, 1921

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Spring Price Levels

THE total number of book announcements for this spring is slightly less than last year, to judge from the number of entries in this Spring Announcement Number, but by so slight a percentage as to seem to have no especial significance. Production in January and February has fallen off slightly and some of the now proposed titles may be postponed unless manufacturing conditions reach a satisfactory level.

The prices on fiction are so pronouncedly at the $2.00 level that this price is found more frequently than all the others put together. There are, however, many more titles in fiction below $2.00 than above, the average falling at about $1.95.

This fiction level is somewhat below the average in Great Britain as shown in the spring announcements in the London book-trade papers where the book at 8s. 6d. and 9s. is frequent, tho 8s. is the commonest figure and 7s. 6d. is sometimes used.

The retail trade now has a pretty clear idea of price levels, and there is every indication in the reports received from the bookshops that they are prepared to go strongly out for sales and are finding good response. Many stores have already put January and February sales at new totals.

As Others See Our Copyright

THE *Poetry Magazine* of March carries a letter from an Australian correspondent, calling the attention of American authors to the injustice of United States copyright methods, owing to our insistence that books shall be manufactured here in order to obtain copyright, while American writers can obtain Australian protection merely by having their books on sale in England. The writer suggests that Australia may bring to the front retaliatory legislation if some change is not made here.

In Canada the same situation obtains. A bill was brought into Parliament two years ago and was supported by the Registrar of Copyright, a bill that would make Canadian manufacture a necessity if copyright protection for American books is to be obtained. This bill was laid on the table last year at the suggestion of Canadian authors, themselves. Such an arrangement would not be to their advantage, tho it would be to the advantage of Canadian magazine publishers and book printers, as it would permit them to use American material without payment, or with but a small license fee in the case of books.

Those who would be the largest losers in case of the passing of such a bill would be the American magazines, all of which have big circulation in Canada. American book publishers do not have so large a financial return from Canada as do the magazine publishers, and yet they do supply about nine-tenths of the Canadian book consumption, and under the new arrangement their books by *American* authors would be reprinted over there freely and without control from the writers.

The whole reason for both the Australian and Canadian situation is the clause in our Copyright Act, which requires United States manufacture before United States protection is given. This clause, introduced at the behest of the New York printers in 1891, has been a deterrent to a better publishing understanding for thirty years, and the sooner it is eliminated from our law, the better for American publishing, and just as truly the better it will be for American printing, as the experience of these years has shown that the tendency of this clause has not been to increase the amount of manufacturing done in this country.

The proposal for such a revision is to be brought forward with this Congress, supported by the Authors' League, by the Publishers' Copyright League and by the National Association of Book Publishers, and it should have and probably will have the support of the printers. The latter have been meeting in Montreal this week, at the annual convention of the International Typographical Union, and it is to be hoped that they will add the great weight of their approval to the movement to place the United States on a satisfactory footing with other nations.

Bookstore Revivalism

THERE is one aspect of bookselling frequently noticed in those stores that have acquired a real personality and whose managers and salesmen have confidence in their own taste and ability to direct the reading habits of the habitués of the store. In such stores one frequently finds on the counters with the new books a pile of some older volume that they are pushing out to a new reading. This sort of revivalism is sometimes directed toward the accepted classics of past years and sometimes directed toward books of the more recent years which have had their first sale, but deserve a continued attention.

Such selling is instanced by the bookseller who recently decided that there must be scores of customers who would like to read or reread Boswell's "Johnson" and put out on the front counter a pile of the handy one volume India paper edition. The result of persistent attention to this has sold over four hundred copies within a year. Another store has decided that the "White Shadows in the South Seas" indicates that it is time for a revival in Melville, and found readers for many copies of "Typee." There is a peculiar satisfaction in building up sales of this kind, and there are scores of titles on which such efforts can be concentrated. It makes the bookseller an original, constructive force in his field, unaided as he is in this work by any outside publicity. It gives him the knowledge that he is taking his place in the development of public taste and public thought, one of the elements that makes bookselling a satisfaction to those who enter the field.

Printing Arbitration

THE wage scales of five New York Unions are now to be submitted to arbitration by agreement between the employers and the representation of the Union. The contracts with pressmen, feeders, paper handlers and cutters terminate on April 1st, about ten thousand workers being involved. The conditions of the agreement are that the scale can be opened for discussion, either because of a change in the cost of living or because of a change in the general conditions of the industry. Both facts will be taken into consideration. Inasmuch as there is a very grave amount of unemployment in the printing shops of New York, and as an increasing amount of competition at lower prices is coming from out of town, there is a very real need for revision, and such revision would undoubtedly work to the advantage of the employees by enabling the printers to keep the shops active. The National Association of Book Publishers is collecting the data from this part of the industry to present to the arbitrators. These statistics show a great amount of work being held up awaiting better conditions and a very strong trend toward putting work outside. One publisher reports that he is putting outside of the city double the amount of work that was done that way last year.

Binghamton Printing Strike

AS the large plant of Vail-Ballou at Binghamton does much work for New York publishers the printing strike of March 8th in that city has especial interest. The agreements had expired on March 4th.

The scale has been $38.00 for day and $42.00 for night, twenty-five per cent below the present New York scale on which the Employing Printers of New York are demanding reduction. The men demand $45.00 for a day scale and $50.00 for night.

The employers first offered $31.00 and $34.00 and then offered to hold present levels or to submit to arbitration. These offers are rejected, and the strike has begun.

Women's Annual Dinner

THE fourth annual dinner of the Women's National Book Association was held Thursday evening, March 3, at the Hotel Brevoort. It was a great success. Miss Madge Jenison, the president of the Association, introduced the speakers. Altho Miss Zona Gale, who was to have been one of the principal speakers, was in Washington reporting the Inaugural proceedings, "Miss Lulu Bett" was not forgotten at the speakers' table. Mr. Pemberton, the producer of "Miss Lulu Bett" and "Enter Madame," the first speaker of the evening, told anecdotes of the people who make those plays a success. Something of the flavor of Wallace Irwin's speech may be guessed from its title, "My Three Fiascos as a Public Speaker." Mrs. Kate McLaurin, author of the play, "When We Were Young," spoke briefly of the playwright's joys and disappointments. Alexander Black, author of "The Great Desire," in his usual brilliant fashion, talked about "Women and Books." The final speaker was Mr. Currie of the American Academy of Dramatic Arts, Director of Pantomimes at Carnegie Hall.

The souvenirs which were at the various places and those which were later given out by some of the young and beautiful members of the Association were contributed by the following publishers:

Copies of "The Splendid Folly" by Doran; "Through Mocking Bird Gap" by Penn; "The Flood Tide" by Little, Brown; "The Seventh Angel" by Harper; "The History of the Woman's Party" by Harcourt, Brace and Co. Beddy-Bye Dolls were given to the ladies by Jacobs. Bags, with color illustrations of "Slippy McGee," to carry away the new volumes, were given by Grosset and Dunlap.

Is Book Advertising Topsy-Turvy?

By Alex E. Osborn

Author of "Short Course in Advertising"

ON account of the fact that a book of my authorship has been recently published, I have been brought into contact with some of the advertising problems of the book business. These problems have naturally forced the professional side of me to analyze them, even tho I have no direct interest in their solution.

As a matter of conversation, I recently said to an important executive in the book-selling business:

"To my mind, the system of book advertising is all topsy-turvy—the custom that has been built up is fundamentally wrong—and the solution of the problem is fundamental and almost obvious."

Inexpensive Diversion

The managing editor of the *Publishers' Weekly* heard about this "Bolshevik" utterance of mine and asked me to run the risk of taking the light of my opinions out from under the proverbial bushel and putting it out into plain view where everybody who wished to, could blow it out.

So, admitting that my alleged advertising intelligence may be applicable to bread, and motor trucks, and shoes, and cereals, and a score of other things, and not in any way applicable to the selling of books—I gladly lay myself open to the chilly blasts of the book world.

Books, from a selling standpoint, are more like moving pictures than anything else. In fact, probably the greatest competition against the movies are books. And probably the greatest competition against books are movies.

From the standpoint of economy there is probably no less expensive enjoyment than a book. The book is read by mother, and in reading it she spends from 10 to 40 enjoyable hours, which would cost from $10 to $100 if she were to spend the same time at a good moving picture, at a vaudeville show, at a legitimate play, driving a car, or dining out. And the people who are the possible readers are people who can easily afford the $2 or $3 or $4 that a book costs. The economy of reading is further emphasized when one considers how the same book can bring joy to four or five people in the same family, and then be loaned to neighbors, and then be put into the bookcase for the coming generation to read.

So—the competition is not so much the *price* of a book as against the *price* of a movie—so much as it is a competition of time. The present day life is so rapid that it is almost impossible to find the hour or two a day to devote to reading.

But why is it that 30,000,000 people buy moving picture tickets each day, and only a paltry few hundred buy books?

Of course, one reason is that the movie appeals to a wider range of taste. But another reason is that movies are better sold.

Out of the last five books which I have ordered only one happened to be in stock in my favorite book-store. It is a task for me to buy a book. It is hard to find out where I can get it, and it is almost impossible for me to get it when I want it.

But a movie—I cannot open up my evening paper without being attracted to the movies, even tho no such thought has been in my mind up to that minute. In a certain section of the paper (which even my little daughter could find) movies are listed. I can pick the picture that I want to see, and I can know for a certainty just where it is.

In other words, the retailers of movies lay wares continually before me. They do not make it necessary for me to search for their pictures—they come to me and tell me about them thru the medium of the daily newspaper.

Movies are right out in front where I can thumb them over and pick out the one that I want to enjoy.

So, from the standpoint of distribution, the movies are much easier for the public to buy, and from the standpoint of advertising volume the comparison is overwhelmingly in favor of the movies. For instance, in one inland city of medium size, one theater alone spends $20,000 a year in the newspapers advertising its picture attractions. Imagine a book retailer spending any such sum?

Of course, the answer is that the moving picture theater does a much larger volume of business, and $20,000 is a very small percentage of its box-office receipts.

Movie Publicity

But, isn't it true that with the right kind of an advertising program, the book-seller could increase his business so that his advertising appropriation, altho it might actually become larger in dollars and cents, would become proportionately smaller and smaller?

In this same city, approximately $200,000 a year is the aggregate expenditure of moving picture theaters in the newspapers. This comprises only 20 or 30 theaters, which are, in turn, not producers but just retailers.

In one typical newspaper, 121,189 lines of advertising are used each year for the promotion of amusements. If this same expenditure holds proportionately true thruout the country, the total for amusement advertising in the newspapers alone is almost $10,000,000 a year. And this includes only such advertising as is done in the newspapers by the *retailers* of amusement—not by the producers.

From the standpoint of distribution, it may not be possible to have a live book-store in

every neighborhood just as there is a live moving picture theater in every neighborhood. But from the standpoint of telling the public thru newspaper space—why isn t there quite a similarity between the problem that confronts the retailer of moving pictures and the problem that confronts the retailer of books?

The moving picture exhibitor does not rely upon the producer to carry the burden of telling the public. He does his own selling thru the printed word. Anything that the producer may do is just so much *extra* force behind the retailer's individual effort.

But, isn't it the custom in the retail book business to expect that the publisher bear the burden of telling the public about books, and thereby sending the public to the retailer to buy his books?

Cumulative Advertising

Suppose the moving picture exhibitor relied on the producer to sell his pictures to the public thru the printed word. And suppose the exhibitor, by the same token, failed to tell his local public about what he had for sale. Would the moving picture theater then be so successful, and would movies be so in demand?

It might be possible for the moving picture producer to do so vast a job in advertising that he *could* sell the pictures to the public for the individual exhibitor.

But it is not possible for the book publisher to do so. This difference is due to the fact that the usual picture will run into a volume of business totalling hundreds of thousands of dollars, whereas the usual book is lucky if it reaches tens of thousands of dollars in aggregate sales.

Then, too, the margin of profit to the publisher of books, is so slight that an appropriation of a few hundred dollars per book for advertising purposes is about all that a book will stand. And to try to make any sort of a national impression for any product—whether it be a certain book or a certain hairpin—is a practical impossibility with an appropriation as small as that.

Of course, if each book that a publisher produces should warrant an expenditure of say $1000, and there were 100 such books a year —that would make a total appropriation of $100,000. Such a sum could make an adequate impression on the national mind.

But, unfortunately, each book is a separate product, and, therefore, the $1000 spent on a single book has practically no accumulative value. And it is *accumulative* value that makes advertising profitable in most cases.

Some moving picture producers, such as Paramount Art-Craft, are seeking to gain an accumulative effect in their advertising, by hanging all the advertising on one peg; namely, a trade-mark which will identify each picture of their production. However, even in moving pictures many people think this is somewhat far-fetched, because the public mind does not think of pictures in terms of trade-marks, but in terms of individual titles.

It is even more far-fetched for a publisher to try to gain this accumulative value from his advertising by hanging all of his advertising on one peg; namely, the name of the publishing house.

But—and here is the crux of the whole matter—the book-*seller* CAN gain an accumulative effect from his advertising. His store is known by its name. If he advertises a book and gives his stores's name sufficient prominence, the advertising from that book will be profitable in the long run, even tho that particular advertising does not sell two copies of that particular book. For such advertising will tend to build a public brain-cell—a certain consciousness that said book-seller's store, is at a certain location and has certain things on sale.

When a department store advertises bargains, it does not make that advertising pay for itself by the bargains that are sold as a result. The immediate sales may *help* pay for the advertising, but what makes the advertising so profitable and absolutely indispensable is the fact that the local public is kept reminded of that store's presence and of the services that it offers.

In other words, when a woman reads the bargain advertisement and says: "I shall go there tomorrow and buy some of those shirts." —she is not the one who makes that department store's advertisement profitable.

It is the woman who, a week or so later, says to herself: "John meeds shirts. I think I shall go to such-and-such department store"— and not knowing what has put that department store's name in her mind, she goes and buys those shirts at regular prices. She is the one who makes a department store's advertising really profitable.

Individuality and Consistency

In other words, the opportunity of the book-retailer to advertise books is based on his opportunity to make his store an institution— a part of a locality's life—an agency that is well regarded and favorably known as an asset to the community and to the individual.

Almost every department store has institutionalized itself. Many a good jewelry store has institutionalized itself. In every city there are from a dozen to 100 stores that have institutionalized themselves—that have built for themselves a certain favored place in the public mind.

Few of those stores have one-half as much reason as the book-stores have, for becoming *"institutions"* in the best and most potent sense.

And best of all, the book-store can take one specific book at a time and advertise it, and in that way give to its advertising a certain news-interest, a real allurement—and with a modest expenditure (consistently applied) it can, by its repeated advertising whether it be weekly, or daily, or bi-weekly, carry on a campaign that will win over to that store such part of the public as it *should* have as patrons.

So, isn't it possible that the advertising of books is squarely at the door of the dealer, rather than at the door of the publisher?

For the dealer to do this advertising in an *institutional* way he must follow a certain continuity. His advertising must express the individuality of his store week-in-and-week-out. It cannot be a blatant Gothic announcement this week and next week a dainty Cheltenham advertisement utterly different in style. There must be a definite continuity of appeal so as to make each advertisement *continue* its value into the next advertisement and in that way insure accumulative effect.

For that reason the book-seller must use his *own* advertising. He should not try to use the utterly different and unrelated species of ready-made advertisements which the different publishers might furnish. He might use the wording from these advertisements, but the style must be adapted to his store's own personality, so that a real continuity of *impression* will result from the store's program of publicity.

But above all, this must be remembered—that one of the greatest causes of waste in advertising is the expectation that an advertising success can be made without adequate time, and without the continuous expenditure of enough money to make a definte impression. The old idea was to run an advertisement as a sort of "flier" and then see what the result might be. In 90 cases out of 100 the results were nil and the money was wasted; whereas if a thoro-going advertising program of three to five years' duration had been carefully considered, and finally adopted as a definite part of the business policy, the chances would then be almost 99 out of 100 that with a fairly intelligent handling, the result would be a huge success, by which the dealer would have lifted himself from mediocrity to leadership.

How to Stock a Bookstore

By Richard W. Deshon

[This article was contributed to the recent PUBLISHERS' WEEKLY prize contest and received honorable mention. Mr. Deshon is at The Gardenside Bookstore, Boston, Mass.]

IF I were running a bookstore for myself, the amount of capital invested, the location and the clientele would be the factors to be considered in selecting the stock in the beginning.

The amount of capital invested would be of first importance in determining the stock, but whether this was $5,000 or less, or $50,000 or more; certainly, the location and clientele would be of great significance. By location, I mean first the city, and then the part of the city where the store was to be located. If in New York, a store in the neighborhood of Wall St., would have a different trade from one in upper Fifth Avenue. The clientele, unless already built up, would depend on the location; and, if in a section where business men would be the principal customers, an entirely different kind of stock would be necessary from a neighborhood where women would form the greater part of the buyers.

The location determined, I personally should want to have a rare book department. This is not merely because Mr. Newton, in his articles telling booksellers how to run their business, advises it. But it is really a most interesting part of the business for one who knows anything about it. Outside of New York, Boston, Philadelphia, Chicago and one or two other places, it would, however, be risky; and it is a dangerous thing for anyone to do who is not familiar with rare books. It is easy enough to buy thousands of dollars worth of such books, which may not be turned over for ten years. Therefore, it is advisable to buy only such items as are in demand, and which, it is reasonably certain, may be sold within a short time, and to know the proper price to pay and charge is of the utmost importance.

The slow turnover of so many of the old books is one reason why one not familiar with them should hesitate to stock them. Another very important reason is that unless one knows editions and selling points, or at least knows where to turn to get the information, it is useless to attempt to sell rare books. Then—very many "faked" firsts are in the market, and the bookseller cannot be too careful in buying such items: for a misrepresented sale even tho the bookseller is perfectly sincere and believes he is selling a genuine rarity, results in the poorest kind of advertising. But with the knowledge of the right books to buy and the right way to sell them, it forms, as I have said, a most interesting part of the business; and, also, for a keen buyer, the most profitable. Furthermore, there is a big chance to develop collectors and almost endless opportunities once a collector of rarities is made to sell him books in the future.

While many first editions and rare books are standard books, the best current editions of the most popular standard authors are of more general interest. There are certain editions every bookseller should carry, such as the Gadshill Dickens, the Smith & Elder, Thackeray and the Dryburgh Scott. A set of each in a good English half binding might well be stocked by any bookseller in a community where the patronage is liberal. But bindings are expensive these days, and for one person who will purchase a set in binding there are ten or a dozen who will purchase a set by the individual volume. Therefore I should start with a complete set or two of these editions, as well as other staples, such as Kipling, Conrad, Stevenson, O. Henry, etc.

The more popular titles should be purchased more heavily than the minor ones. Ten people

will buy "David Copperfield" to one purchasing Dickens's "Reprinted Pieces."

Many mistakes are made by buying on the book-seller's part of too many copies of the minor titles. These will not turn over rapidly, but will remain in stock for years and get shopworn, no matter how carefully the stock is taken care of.

At the present time, the limp leather sets are good sellers. Many, however, prefer the cloth bindings, and it is well to represent both in the proportion in which they will be demanded. As you can't tell in advance what will be demanded, it is advisable to buy lightly at first, representing more fully the popular titles, and later on reorders may be carefully given.

Fashions in Classics

Some authors come in many editions, the merits of which in some cases are nearly equal, so that the only way to decide which to carry in some cases is to have *sample* volumes, which may be shown to the customer, and from which he may order. There are, for instance, two bindings of the Nelson New Century Library. The cheaper one is very popular and should be well stocked. The De Luxe binding is preferred by many, and samples of the more popular authors would be a better buy than complete sets. In getting samples the more popular titles would be advisable. When these are sold, they or different titles of equal demand should immediately be reordered.

The various Oxford editions of Dickens, Scott and Thackeray, in the leather bindings, could easily be stocked in the same way. Many of the authors which were so popular years ago, as Fiske, Parkman, Holmes, Hawthorne, etc., while of great merit today, can be more profitably handled in the small or new shop by samples, or, in some cases by several of the more popular titles. The fact that an author's works may have been very popular 20 or 30 years ago but are much slower sellers today is often forgotten by a bookseller.

The Cambridge edition of the poets in cloth, and the more popular titles in the half leather are worth stocking well. Many standard works, not easily available elsewhere can be had in the *Everyman's Library,* and certain of these titles can be turned over quickly. If the store is located in a university town, many titles constantly called for—can be supplied in a good moderate priced edition.

The question of stocking the classics, drama, essays, poetry in general the miscellaneous titles making up a publisher's list is a serious one, demanding much study. It is better in the beginning to stock up those titles only, which it is reasonable to believe will be turned over quickly. A speedy turnover, cannot be emphasized too many times as the big thing in the success of a bookstore.

Certain specific sorts of books may and may not be desirable to stock. Scientific, mechanical and medical books, if already sold by a store with an established trade in the same city, should probably not be undertaken. Special subjects like these should only be handled by a dealer knowing what he is buying and how to sell these subjects. If a good denominational religious bookstore is in the city, it will probably get most of that trade.

Children's books are a special problem, and, if possible, should be handled by a special buyer and salesman. A good children's department will bring adults to the store and serve in helping the bookstore become a necessary place in the life of the community. The problem of the new book is not as large a problem in this field as it is among other publications. A great percentage of books usually sold are established titles, and a good variety covering the interests of all ages can be carried for a relatively small investment.

The popular books on architecture and home decoration have a wide appeal, and I should represent the best of these rather generously, for they always sell well. The more expensive items like Odom's "Italian Furniture" and Lockwood's "Colonial Furniture" can be sampled if in a community where there are collectors. If, however, I knew nothing personally about the merits of the many books of this kind, I should get the advice of some one who did know. In all special fields, I should not hesitate to ask the advice of others on subjects in which I knew little.

The question of business books is a big opportunity for most booksellers. If, for instance, I knew nothing about accounting, I should get the advice of some instructor in a neighboring institute as to the books he would recommend to his classes.

Travelers Too Persuasive

In buying new publications, I should use great care. Whenever possible to read an important new novel in advance of publication and before buying, I should do so. Certain authors like Zane Grey and Oppenheim are always worth about the same number of copies. Important authors like Galsworthy and Walpole sell better in some cities than others. It simmers down to a question of locality and clientele, in most cases. Certain authors like Mary Johnston were tremendously popular at one time, and now it is difficult to sell their books. Authors like Blasco Ibáñez and Merrick are widely exploited, and their older as well as later publications may be safely bought. In Boston, Marshall's novels are good selling stock thruout, but I doubt if this is true thruout the country. Again it is locality and clientele. In order, then, to determine what to order, one must have experience: and in starting until you get that, it is far better to buy lightly than heavily.

The publishers' travelers, for the most part, are excellent salesmen, and their very persuasive methods of selling often influence a buyer to go too far. "Sampling" unknown books cannot be too heavily condemned. More money is lost that way than thru any other kind of buying. The mark-down counters are often filled with these books which have been purchased in small quantities which, perhaps came in during a busy season, but not in suffi-

ciently large quantities to be properly displayed.

In buying works other than fiction, the same holds true. If it is reasonably sure to interest your clientele, buy it; but conservatively, at first. Otherwise, skip it. And don't, simply because you yourself like a book, plunge and buy more than you will sell. Because you like a book is a big reason for buying it, if you feel sure the public will like it, too. And likewise you may not like a book, but the author may be sure to sell, and personal prejudices should not rule the buyer; common sense should.

When it comes to reorders, it is a simpler thing, and after the bookseller has established his trade; it is easier to buy new books. A running inventory of stock, that is listing the receipt and sale of every title, is too complicated a matter for the average bookstore. It is not an accurate method as a rule; and is a very expensive one, for time is taken up, which can well be given to other things.

Some *system* for reorders is very necessary —a book in which the shorts are promptly written down, both the titles asked for, and not in stock and the titles ordinarily carried of which the last copy is sold, or which is running low. The buyer, should, each night, determine what it is necessary to order and order them; unless it is an item, which can wait until the traveller comes. The more books ordered from the traveller, the better for the business, on account of longer datings on the bills, and better discounts. The sales should be analyzed at certain periods. Let us say for instance that during a week the sales were $1,000— as follows:

Novels	40%	$400
Biographies	15%	150
Standard books	10%	100
Topics of the day	5%	50
Poetry	3%	30
Reference books	2%	20
Travel books	2%	20
Essays	1%	10
Business books	1%	10
Bibles and religious books	1%	10
Children's books	20%	200
	100%	$1000

This is of course a rough analysis, which can well be expanded.

This should be repeated, an average struck, and the percentage of certain kinds of books should be used as a basis in buying. If, for for instance, the average for a period was that given above, and the amount alloted for purchases was $6,000 for the month—$3,000 could be spent for novels, $9,000 for biographies, etc. This would have to be an average not for one or two weeks but for a year and more to get a real working basis, as certain biographies, like Roosevelt's "Letters to His Children" would sell in a way one year that no other biography would for years. Topics of the day, books like "Economic Consequences of the Peace" and Dillon's book, which had a tremendous sale a year ago, are absolutely gone by now; and this should be taken into consideration.

In conclusion I would say I should endeavor to use common sense, by conservatively analyzing my sales; always aiming at as quick a turn over as possible; thus reaching for the financial success, without which no merchandizing is worth attempting.

Books on America

THE Roosevelt Memorial Association, thru the Educational Committee of the Women's branch, has just issued a list of books which it suggests as supplementary reading in public schools, having secured the cooperation of the New York Board of Education in preparing this. The list will be of interest to booksellers as showing the type of book that this Committee believes would make real appeal to young people, stimulating in them a deeper interest in their country.

Books On America

Endorsed by the Educational Committee of the Woman's Roosevelt Memorial Association

Promised Land, by Mary Antin. *Houghton.*

Verse for Patriots, by J. Broadhurst. *Lippincott.*

Four Aspects of Civic Duty, by W. H. Taft. *Yale.*

An American in the Making, by M. E. Ravage. *Harper.*

The New Citizenship (Pageant), by Percy MacKaye. *Macmillan.*

From Alien to Citizen, by E. A. Steiner. *Revell.*

My Country, by G. A. Turkington. *Ginn.*

World War and its Consequences, by William H. Hobbs. *Putnam.*

Abraham Lincoln, by Brand Whitlock. *Small, Maynard.*

From Midshipman to Rear Admiral, by Rear Admiral B. A. Fiske. *Century.*

Land of Fair Play, by Geoffrey Parsons. *Scribner.*

Our Military History, by Leonard Wood. *Reilly & Britton.*

The Military Obligations of Citizenship, by Leonard Wood. *Princeton Univ. Press.*

Fear God and Take Your Own Part, by Theodore Roosevelt. *Doran.*

Foes of Our Own Household, by Theodore Roosevelt. *Doran.*

This Great American Republic, by Henry A. Wise Wood. *League for the Preservation of American Independence.*

Their True Faith and Allegiance, by Gustavus Ohlinger. *Macmillan.*

Talks with T. R., by J. J. Leary. *Houghton.*

The Great Adventure of Panama, by P. Bunau Varilla. *Doubleday.*

The Art of Fighting, by Rear Admiral B. A. Fiske. *Century.*

Handbook of American Government, by W. H. Bartlett. *Crowell.*

Story of the Constitution, by Rossiter Johnson. *A. Wessels.*

The Straight Deal, or an Ancient Grudge, by Owen Wister. *Macmillan.*

A Progressive Religious Book Store

By Dr. W. J. Smith

Manager American Baptist Publication Society, Kansas City Branch

I DON'T believe anyone can safely say that he has solved the many problems that confront him in building up and maintaining a successful mail order and retail religious bookstore. We all have, more or less, ideas and methods in trying to build up our business.

May I say to begin with that Kansas City is one of the best cities in the United States for any line of legitimate business. It is a progressive city in every respect. Our railroad facilities could not be improved, and we have the best of agricultural land extending hundreds of miles in all directions.

DR. W. J. SMITH

Most concerns would have hesitated in launching out in any line of business in the midst of the world war in the spring of 1918, but we started, and it has been a success. I was advised by some of my closest friends that I was confronting a hard task in the midst of one of the most critical periods of all history, as conditions were so unsettled and the world was in a general turmoil.

My many years experience in the book business with the American Baptist Publication Society convinced me that our people would be back of me to the limit and would give me full sway in working out plans and methods in building up the business here in Kansas City. We opened up our doors for business in the spring of 1918 with myself and one clerk to build up our trade. Our location was not the very best for a retail bookstore, but there was one thing I had in mind, and that was to make this proposition a success if human energy could do it.

Our business has grown in leaps and bounds since the day we started, until now we employ nineteen clerks in caring for the work in different departments and could use more to handle the large volume of business. We have not only succeeded in building up a great mail order trade, but our retail business all along has practically doubled corresponding reports of the previous year, which leads me to believe that we are just beginning to reap the vast amount of business that can be had by going after it.

I believe anyone should know the fundamental principles of any line of business. Especially, in the religious book business. A man must know, more or less, about the books he sells, and then he should know his customers and the particular line of literature in which they are most interested. I don't believe any one can have any too many friends in business. They are the ones who help pay the overhead expense. I try to keep an up-to-date index card mailing list by making changes, eliminating and adding daily, as informaton reaches our office. I also have a personal mailing list of some of my best customers, to whom I am permitted to mail a few new books each month, and I know just about the kind of literature these people read. This is the result of a great many sales of religious publications.

I also believe it is essential to know the authors of books, and greatest care should be used in buying books. I have always thought it folly to buy something and doubt its merit. I try to buy books that are worth while and have a place in the reading world. Then, I push the sale by various methods, which I doubt if I could fully explain. One man may have an art of achieving things, yet it might not be practical for the other fellow.

A manager, in my opinion, should take an active part in every department of his business by seeing that his plans and ideas are carried out to the fullest extent. His influence and personality should encourage the employees to enter into the work with full heart and determination. There should be system and regularity. While I have always felt it necessary to have real system, I have not realized a real systematic organization. I feel sure some of my methods would not meet with the approval of some great bookmen, but it does the work for us, and we get results. I try to take advantage of the live propositions that I run into in different ways, and after thinking them out, if they seem logical, I give them a trial. While we are not going to meet with success in all

of our adventures, if we keep after it and back it up with real service, we shall ultimately see some results.

We try to fill orders and answer correspondence on the same date they are received. Customers seem to like this service idea. It is the thing they are looking for. We do everything possible to accommodate our trade, and give it in almost all cases, the advantage of a doubt when there might be an occasion for such a thing, providing it is in the boundary of legitimate business to do so.

I do my very best to hold my old customers by keeping in touch with them, and I add new customers as time will permit. The follow-up system is generally used in almost all progressive business. I consider it a good plan. If we are permitted the pleasure of quoting anyone on a bill of goods, large or small, we try to stay with them until we land the order. In most cases we succeed.

The right kind of advertising, I believe, is the gateway to a successful book business. The religious work in our country is like that done by all other organizations. From Sunday School teachers up to pastors, all are seeking the best information that will help them in their work, and the progressive religious book publishers are trying to furnish the proper books for the different departments, and it is up to the religious bookstores to get in touch with these people and keep them posted as to the material they should have. I believe the religious bookstore is just beginning to find its place in our country. It will stand out more prominently in the future than in the past. It is up to us to place the religious bookstore where it should be. I am sending out letters to all the pastors in my territory soliciting their co-operation in the Religious Book Week. It will not only mean the sale of books, but it will help to make our world safe for democracy. While doing this, we are advertising our store and will, no doubt, get in touch with many prospective customers.

I try to see that the store is kept looking clean and inviting, as well as the show windows, and dispose of any stock that seems to utilize space on our shelves for lack of demand. We all get stuck at times on unsalable books, and my plan has been to get rid of them as quickly as possible, even at reduced prices, which is far better than keeping them for souvenirs.

I consider myself fortunate in being permitted the pleasure of working up from an errand boy to manager for the American Baptist Publication Society, an experience which gives me facts to work on and enables me to see things possibly from an unusual angle. I received my book training under the leadership of two of the best book men of their day, namely, B. J. Roberts, who was manager of the Society's Branch House in Dallas, Texas, in 1902, and in later years under Jesse Speight who succeeded Mr. Roberts as manager of the St. Louis House.

There is one thing I have never done, and do not to this day, and that is, watch the clock.

Canadian Book-Trade News

Toronto—A forward step and one distinctly in the best interests of the Canadian book-trade has been taken by the Book Publishers' Section of the Toronto Board of Trade, which embraces in its membersip nearly all the Canadian publishing houses, and is in fact the Canadian Book Publishers' Association. Following the annual meeting a week or so ago, when John McClelland of McClelland & Stewart, Limited, was elected president, a decision was reached to hold a monthly get-together luncheon. At each luncheon some one special topic was to be discussed and such action taken as would be to the advantage of the trade.

The first of these luncheons took place at the National Club on March 3 and the topic set for discussion was the practice of shipping books on consignment to booksellers. After the subject had been throroly debated a resolution was drafted and submitted to the meeting on motion of S. B. Crundy, Oxford University Press, and George J. McLeod, George J. McLeod, Limited. This resolution, which reads as follows, was carried unanimously:—

"Whereas the shipment of books on consignment and subject to rebate, exchange or return, has proved detrimental to both publisher and bookseller;

Be it resolved that on and after April 2nd, 1921, the members of the Book Publishers' Section of the Board of Trade of the city of Toronto will under no condition ship books (other than educational) on consignment subject to rebate, exchange or return, with the exception of one copy which may be sent as sample; no books to be loaned for window or counter display."

Several of the Toronto publishing houses will be represented at the conference of Canadian authors to be held at McGill University, Montreal, on March 11 and 12. A call for this meeting went out some time ago, the circular issued by B. K. Sandwell, editor of the *Canadian Bookman*, reading,—"It has long been felt by many of the leading writers of Canada that some means of bringing together the members of the author's craft, for the discussion of their common interests and the development of a livelier community spirit, was greatly to be desired. They are convinced that more co-operative effort by Canadian authors would create a wider interest in Canadian literature, both in Canada and elsewhere. To the general reasons in favor of such a gathering there is now added the need for organized representation of the author's interest when copyright legislation is being considered by Parliament during the coming session."

The invitation to attend the meeting has been extended to "all Canadian producers of copyrightable material of a literary character," this broad definition making it possible for the publishers to participate. Quite a number of authors have signified their intention of being present and the gathering bids fair to be a momentous one in the history of Canadian letters.

Despite depression in many Canadian industrial centers, which has showed up business to a certain extent, publishers here report that 1921 trade has opened up quite satisfactorily. There is not any great rush of orders, but a stead turnover is proceeding. The book-trade at least is not suffering at all seriously from the slowing-down in industry which started last fall and is only now showing signs of improvement.

W. A. C.

Religious Book Week Finds Wide Support

THE Religious Book Week number of *The Baptist,* March 5, has just reached the Committee. It is rich in suggestions of reading material for pastors and people. A partial list of contents includes: editorials on "Religious Books," and "When Did You Buy a Book?"; articles: "A Man and His Books," by Harry Emerson Fosdick, "The Place of Religious Books in the Home," by Emory W. Hunt, "Religious Books for Young People and Children," by Mary E. Bamford; two symposiums—"Books I Should Like My Pastor To Read," and "Books I Should Like My People to Read," written by representative laymen and clergymen addressed by the magazine; "A Pastor's Reading," by E. M. Poteat; a summary of best sellers by the agencies of the American Baptist Publication Society, and a page of book reviews. Also the announcement of an article by Professor John R. Brown on "Religious Literature—Then and Now" to be printed in the March 12th issue, and a splendid cover reproducing the Religious Book Week poster.

The Association Press has sent an attractive four page leaflet to six thousand Y. M. C. A. secretaries. "The Year-Round Bookselling Plan and Religious Book Week, March 13th-20th" announces the leaflet, with an attractive cut of the "Be Wise—Time Flies; Buy a Book a Week" poster. "This is a great stride forward in the history of the Religious Book World. It is the practical outcome of that getting together spirit which we call co-operation. Both the publishers and the distributors of books have felt that there was no good reason why people should not buy books for themselves and their friends as frequently as they now buy less desirable things.

"It is the purpose of the Year-Round Bookselling Plan to try out this idea by applying a general program under which all pubishers and booksellers will work to stimulate greater public interest in the whole book field, and from March 13th to 20th to concentrate all efforts on *Religious Books.* . . . It is doubtful if many of us really know how indispensable present day religious literature has become and how close a relation it bears to questions of daily living. The leaflet gives the slogans for the various months, an article by Harry Emerson Fosdick, and suggests six ways in which secretaries can "Help make 'Religious Book Week' a success in the community and a real start toward a wider use of religious books thruout the year."

The *New Era Magazine* for March conducts an interesting symposium of publishing houses "concerning the duty of the public toward the effort of the publishers to provide the best in religious literature for scholarly and popular ownership and reading. "If all young married couples could realize how much their future happiness actually depends upon *creating the right religious atmosphere about their home* from the start," writes the Fleming H. Revell Co. (William H. Wooster), "I am sure a number of religious books would be installed along with the very first furnishings for their new home." "More religious reading by members of regular churches ought to be done and can be done," writes The Macmillan Co. (W. H. Murray).

The March issue of *Newsabout,* published by the United Religious Book Agency, gives many suggestions for Religious Book Week and the Year-Round campaign. The Woman's Press advertisement in this attractive selling aid is headed "Which shall it be on Easter morning? Hankerchiefs? Candy? Flowers? Bunnies? It is up to YOU to make it *BOOKS.*

The *Sunday School Times,* February 26, has articles on "The Minister and His Reading," "Reading to Steady One's Faith," "Among the Newest Religious Books," "Gateways to Children's Reading," "The *Sunday School Times* Book Department," "How to Start a Shelfless Library," and several other helpful hints about reading. Nearly all these articles include lists of recommended books.

The *Central Christian Advocate,* February 23, carries a Religious Book Week editorial, an article on "Reading and Ownership," by W. J. McGlothin; "Is Reading a Lost Art?" by Clifton D. Gray, President of Bates College.

An attractive sticker advertising Religious Book Week and Oxford Bibles has been supplied in thousands to booksellers for use in their correspondence, and an attractive show card sent to them for window displays of Bibles during Religious Book week.

The Fleming H. Revell Co. has sent 25,000 copies of a vest pocket notebook to dealers, advertising the Week and special Revell books that can be connected with it.

A special Religious Book Week Committee was formed by the Chicago Booksellers' League which circularized all the ministers of the Chicago area, presented the subject by delegates to ministers' meetings and supplied the daily papers with news stories.

In Winnipeg the big Russell-Lang Bookshop has taken the matter up energetically and has circularized the ministers of all denominations.

Adventures of a Bookseller

By Ketch

MR. ONDECK'S dinner consisted of a chocolate fudge, a sandwich and cup of coffee, after which he read the noon edition and smoked a cigar to let the above settle. Then he returned to the Bookstore, entered by the rear door, and after hanging his hat on a peg, took up his duties on the 'floor.' There were just two customers in sight, and Miss Vampet had one, while the other evidently had helped himself and was now half sitting on a counter absorbed in a book. Mr. Ondeck approached him.

"Waiting on yourself?" he said pleasantly.

"Yiss," replied Mr. K. Zuki, a small but upright son of Japan.

"Good."

"I wanna ask it. Haf you any book wid pheelosophee?"

"Philosophy. Yes sir. Here is a shelf devoted to that subject."

"Ah!"

Mr. Zuki ran a finger over the titles and drew out three volumes.

"Jess leave me, sanks. I look um."

"All right sir."

And Mr. Ondeck moved on to arrange stock, and straighten up things until his customer should call. After quite a time Mr. Zuki said,

"I wan' sese two book"—laying two aside—"But why not no gineral pheelosophee here? I nod see him."

"General philosophy? These are all general. Maybe I don't understand you."

"Vell, like dis ways: Pheelosophee iss of all peoples. Dese book just 'Chreestian pheelosophee."

"Oh."

So Mr. Ondeck got out the Yogi books and left him again while he looked them over. In his mind Mr. Ondeck was thinking: Philosophy! What does he know about philosophy, I wonder? Well, a Jap never buys a book till he's read it, so I'll leave him alone. That's the difference: an American takes a chance; title looks good, or author, and he plunges; but nothing doing for the Jap. Has to be sure thing with them. They aren't sports. If everybody bought that way we'd go out of business. Ha! He calls me.

"You wrap dese tree," said Mr. Zuki.

"So you are interested in philosophy?"

"Yiss. Pheelosophee."

"Studying it?"

"Yiss."

"There's one thing about Japanese philosophy I don't understand."

"Yiss?" politely interested.

"Yes. What's the idea behind this Hariscari stuff?"

"Ah! You min Hari-kiri?"

"I 'spect."

"What you ask?"

"Why do you do it?"

"Oh zat! Vell, it iss what you call it, a 'custom.'"

Mr. Ondeck smiled.

"Yes, but wat I want to know is how you justify such a thing. Suicide is a 'custom' with you, you say; and I naturally wonder what is the philosophy that prompts it."

"I PAT YOU WITH MY LEFT HAND"

"Ah. Zee Pheelosophee!"

"Exactly."

"See. It like dis: We fail something. Then great shame, so we do Hari-kiri."

"What a philosophy!" cried Mr. Ondeck. "Just because you fail you kill yourself!"

"No, no. You don' unnerstan'! We are fail—then we mortify ourself."

"I see. Well I still insist that it is a poor philosophy. Do you know the Christian philosophy?"

"Chreestian? You tell me."

"When we fail, brother, we say 'Tomorrow is another day,' and begin all over. We rise on our failures, while you mortify yourself to death. With us failure means a temporary halt, with you it means annihilation. Believe me, I prefer the Christian philosophy."

"Yiss Chreestian. I tich him."

"Oh. Do you mean you are going back to Japan to teach?"

"Yiss."

"Well, let me give you a pointer."

The Jap smiled goodnaturedly.

"Spick it," he said.

"Look," said Mr. Ondeck, patting him on the shoulder in a friendly manner with his left hand, while he took up a pair of sheers with his right, and pressed the point gently against K. Zuki's stomach. "See, Mister! I pat you with my left hand and stick you with my right. My left hand is nice philosophy, my right—bad. Therefore I have two philosophies and the right hand undoes what the left accomplishes. Get me?"

"Yiss."

"Two philosophies are bad. Make both hands good. See," and Ondeck took Mr. Zuki's right hand in both his own and shook it, "Both hands good. That is the Christian philosophy."

The inscrutable look of the Orient gave Mr. Ondeck no intimation of the sentiment within Mr. Zuki's breast. He took out his watch and said in a noncommittal tone,

"I takee my book."

Mr. Ondeck watched him as he passed down the store, and when he neared the door, he paused before some books which he studied a moment—then looked back. Ondeck smiled, and that moment was as near to confusion as he ever saw an Oriental come. Miss Vampet now came up to wrap a book, and Ondeck said,

"Didn't know I was a philosopher, did you?"

"Oh yes," said she, in a bored tone and without looking at him. "You lie beautifully."

American Booksellers' Association

IN a circular describing the convention plans at Atlantic City Eugene L. Herr, President of the American Booksellers' Association, has devoted several paragraphs to a statement of what the Association is and what it has done. It is a good thing for members of an organization to remind themselves at least once a year of why they have come together and what they are working for. And if there is any man who is saying to himself: "What is this American Booksellers' Association anyway? What's the good of it? Why should I go to the convention?" here's the answer:

The American Booksellers' Association
What It Is

The purpose of the Association shall be to stimulate and render more efficient the retail selling of books in the United States; to increase the value of the bookstore to the community; to work for more and better trained booksellers; to create and foster a permanent feeling of friendship and fraternity between the publishers, wholesalers and retailers thruout the United States: to promote friendliness of spirit between competitors; to prevent trade antagonisms; and thru united effort, promoted by good fellowship and mutual respect, to strive for aims and purposes which may be for our mutual welfare and for the better service of the public.

What It Has Done

In its existence of 21 years it has stabilized the conditions of retail bookselling and established the net price system. The net price system means a fair return to the retailer for his labors, and an honest and uninflated price to the consumer.

It has established amicable relations between publishers and retailers, and a spirit of co-operation in promoting their common aims.

It has secured for the retailer, in a large degree, a schedule of discounts that insures him a living margin of profit.

It is co-operating in the efforts now being made to enlarge the book-buying and book-owning classes in America.

Why You Should Be a Member

The American Booksellers' Association is the national organization of the book-trade, and as such merits both the personal and financial support of all those whose livelihood is gained in the book business.

Retail booksellers and book department managers should support it, as it is constantly engaged in efforts to improve the conditions of retail bookselling and broaden the field of the bookseller's endeavor.

Publishers and their representatives should support it because it is constantly endeavoring to expand and improve their retail outlets, and thereby increase the market for their product.

What Are the Dues?

The annual membership dues shall be ten dollars per year for any concern doing an annual book business of $20,000 gross or over.

The annual membership dues shall be five dollars per year for any concern doing an annual book business of less than $20,000 gross, or for any employee of any concern which is a member.

Can You Afford to Neglect This Duty?

Fill in the enclosed application blank and mail it with your check to the treasurer at once.

Our Goal—100 New Members for the Convention

To Members of the American Booksellers' Association:

It is your plain duty to get at least one new member for the Association before the Convention.

EUGENE L. HERR, *President.*

In The Field of Retail Advertising

A Good Book Bought Enlarges Thought

A book lengthens perspectives for us, adds new facts; a book a week pushes steadily back the walls that shut our thinking in. The systematic purchaser of books lives in a constantly enlarging universe.

Useful Books

FOR EVERY CLASSIFICATION

At every turn in Life's road one feels the need of books. In this day and age, books represent the short-cut to knowledge—a specialized knowledge that can be applied to any branch of human endeavor.

MORE BOOKS IN THE HOME

BROCKMANN'S

Charlotte, North Carolina

BOOKS ON

Advertising
Accounting
Banking
Cooking
Building
Salesmanship
Motor Car Operation and Repair
Painting
Carpentry
Correspondence
Etiquette
Railroading
Hygiene
Etc.

EXAMPLE OF A GOOD RETAIL ADVERTISEMENT

Book Showers for the Bride

THE bookseller who is to take full advantage for his field of the June wedding season will probably need to begin immediately to lay some plans for publicity and the putting forward of new ideas. The suggestion of a book shower for the bride makes a very quick appeal, and as a novelty for this year would attract attention in almost any community.

In the months before a June wedding there are always many gatherings in honor of the bride, when friends enjoy bringing small contributions to the equipment of the new home. There are kitchen showers and linen showers, and even cellar showers for the groom. A book shower has all the advantages of any of these and at the same time has a new and interesting flavor. Few new homes are opened with a sufficient equipment of books, and a gathering of a dozen to fifty volumes selected by one's friends would be a welcome addition, indeed.

It is perhaps even easier for the friends to select books than to select linen, and there is far less chance of duplication. If the local bookseller will give proper publicity to this idea, perhaps by writing it up in an interesting form for the newspaper, or in suggesting it to friends of some bride-to-be, there can be developments in this direction that will bear fruit for some years.

25 Years Ago in The Publishers' Weekly

New Amsterdam Book Co. starts in business, W. B. Hadley, president.

Stone & Kimball open a branch office in New York.

In the retirement of Georges Charpentier the French book-trade loses its most public-spirited friend.

R. H. Russell & Son announce a new edition of that wonderfully successful book the "Drawings of Charles Dana Gibson."

Death of Philip Jacob Arcularius Harper, retired senior member of Harper & Bros.

Bruce Rogers, designer, goes with Houghton Mifflin & Co.

Harper and Bros. are about to publish an anonymous book entitled "Personal Recollections of Joan of Arc."

Charles T. Dillingham & Co., long connected with the jobbing trade, have sold out stock and good will to The Baker & Taylor Co.

Macmillan completes the publication of Wheatley's edition of Pepys' Diary.

The Smith-Towner Bill

A SUBSCRIBER writes to the PUBLISHERS' WEEKLY as follows:

"Would it not be a wise measure for the book-trade as a whole to voice its approval and use its influence to have the Smith-Towner Educational Bill passed? Is it not one of the fundamentals of the trade to have two books read where one was read before?"

This important piece of legislation is one that will, as our correspondent suggests, help very fundamentally in making a wider reading public. It has in it the best suggestions that could be brought together by the educational leaders of the country for bettering conditions. It is not an attempt to centralize the entire control of our public schools in a Washington department, but to provide support for those who are endeavoring in their various states to improve the educational methods, and it will give aid to those who are facing the problem of illiteracy as revealed by the war conditions.

If there is a Department of Education established with a seat in the Cabinet which shall have under it all of the various Boards and Bureaus that are now scattered about under different departments, it will create a center for progressive ideas in education that should greatly hasten the day when we shall be really supplying education to all the people. Such a consummation is most devoutly to be prayed for by those who write, make or distribute books, and the bill should be supported by individuals of the book-trade and thru their national organizations, as it is already being supported by the General Federation of Women's Clubs, the National League of Women Voters, the Parent-Teachers' Association, and the American Federation of Labor.

An Uncorrected Galley

ADE, RILEY, HUBBARD, ET AL.

Indiana, the humorist state, may be the center of population, but never the center of gravity. —Chicage *Journal of Commerce.*

THE BEST BETT

Of the best-sellers' bright sextet
The brightest is Miss Lulu Bett!
What rival work dare fling the gage
To this, the rage of page and stage?
None can deny, it seems to me,
The season's one best Bett is she;
And he's as ill-bred as a Zulu
Who'll say she's other than a Lulu.
Change not the verdict—mark it "stet":
The topmost place for Lulu Bett!

—F. Gregory Hartswick.

DEDICATION POSSIBILITIES

In his dedication Aikman opens up new possibilities to authors. It is inscribed, "To my own beloved family, sympathetic, affectionate, forbearing—happily different from the Zells." If some such notion had only come to Dickens he might well have dedicated Oliver Twist "To my grandmother, because she was not in the least like Bill Sykes."

—F. P. A. in New York *Tribune.*

WEBSTER PIED

We learn that there is in Massachusetts a lake whose name contains forty-three letters. It is tersely abbreviated as Lake Chaubunagungamaug. And this lake, where is it? At the town of Webster, in Worcester County, says "Books and Reading." Quite the right place for it, we aver, since it is obviously caused by the overflow of a couple of dictionaries.

Chris Morley in the New York *Evening Post.*

PROOF-READERS' BLUNDERS

In reading an article the proof-reader came across the quotation, "Books in the running brooks, sermons in stones, and good in everything," etc. "Ah," said he, "here is an obvious error," so he made the correction and sent forth to the world, "Stones in the running brooks."

The other accident was perhaps a just retribution which overtook an easily incensed author. He, too, had quoted "faint yet pursuing." This remark puzzled the proof-reader, who returned the galley-proof with the query "pursuing what?" Whereupon the author scribbled hastily, "Rats!" as an answer to the query, and the faithful proof-reader duly noted the information, inserted the missing word, and sent it forth to a startled world.

I am not sure whether an operator or a proof-reader was primarily responsible for just one more that has just reached me, but I have been shown a moving passage relating the escape of King Charles II from Boscobel. This informs me that His Majesty, having concealed himself in an oak tree, subsequently made his escape from the district "disguised as a pheasant."—*The London Sunday Times.*

Among the Publishers

A Week's Gleanings of Book-trade News

THE Oxford University Press has become the publisher of the Early English Text Society.

E. F. BENSON, author of "Dodo", has written a chronicle of the affairs of the famous Benson family called "Our Family Affairs, 1867-1896" (Doran).

THE SECOND volume in William S. Hart's *Boy's Golden West Series,* "Injun and Whitey Strike Out for Themselves" was published by Houghton Mifflin this week.

"MEDALLIONS IN CLAY" is the name of Richard Aldington's translations from Greek and Latin poets, to be published by Knopf in April.

MOFFAT YARD & Co. have recently published "Our Short Story Writers" by Blanche Colton Williams, Ph. D. which is Volume IV in *The American Writers Series.* The fifth volume in the series, "Our Humorists of Today" by Thomas L. Masson of *Life* and volume six. "Our Playwrights of Today" by Heywood Broun and Ruth Hale, will both be ready in September.

IN Philip Curtiss's mystery tale, "Wanted: A Fool," which the Harpers published recently, the story hinges on the fact that a man advertises for some one fool enough to take the job he has to offer. The story is laid in Litchfield County, Connecticut. The other day Mr. Curtiss received a letter in which the writer told him of a man living in the same county who, some years ago, advertised for a thief to run his farm. He said that all his previous managers had come highly recommended for honesty and had stolen everything he owned and he wanted to try the other kind.

WILLIAM MACLEOD RAINE, Western author of Western novels, was recently chosen "cowboy emeritus" at the "Stampede" put on in Denver during Stock Show week, which is the busiest and most hilarious of the year in that city. He dragged out from the garret of his house chaps, spurs, bandanna, white Stetson hat, well-worn high-heeled boots, and the other equipment of his earlier riding days. At the appointed time he escorted "Miss Colorado" into the city Auditorium on horseback and helped stage a mimic hold-up. A five minute cowboy talk was a later feature of the evening. He gave the buckaroos from the range a "sure enough" welcome and invited them to "shake a lively hoof" on the dancing floor.

EUNICE TIETJEN'S novel, "Jake," "a memoir that tells a story" is to be published by Boni and Liveright this month.

Dr. BURRIS JENKINS, author of "Princess Salome: A Tale of the Days of Camel-Bells" (Lippincott) is the editor of the *Kansas City Post* and preaches to the largest congregation in Kansas City.

IT WAS Arthur Guiterman who pointed out to Mrs. Waldo Richards how appropriate her address "Joy and Beacon Streets" was to her occupation. This was while Mrs. Richards was working on her new anthology "Star Points" (Houghton).

CLEMENT K. SHORTER is preparing for a New York publishing firm editions de luxe of George Borrow and Rudyard Kipling. These editions will contain much unpublished material, and still more which the authors printed and never corrected.

MUCH of the substance of the lectures which H. G. Wells had planned to deliver on his long-heralded but, because of his illness, unfortunately postponed visit to this country will be included in his new book, "The Salvaging of Civilization," which the Macmillian Company announces for Spring publication.

WILLIAM ALLEN WHITE of Emporia and the world, signalizes with characteristic urbanity, the passing of his own literary generation in an article in a current magazine bearing the title, "We Who Are About to Die Salute You." "The Silent Tear," says Mr. White in the course of the article, "which once glittered upon the pages of American fiction is going dry with the rest of the country under some sort of literary Volstead Act." He goes on to say that the books and plays of the new men who write of our national life are absolutely waterproof as far as tears are concerned and he finds Sherwood Anderson especially prone to this kind of "dry surgery." In "Winesburg, Ohio" and in "Poor White" (Huebsch) Mr. White says, "Sherwood Anderson gets away with every sort of cruelty and oppression to his heroes and performs every sort of literary malpractice upon his heroines. We observe the flinching of his cursed creatures with merely scientific interest. It is all impersonal —this grief and pain and passion of the fiction writers of our new era." Mr. White, as a "middle-aged mid-Victorian with natural emotions....longs for the splash of the vanished tear."

Obituary Notes

M. Paul Ollendorff, head of the great French publishing house of that name, is dead. He was the second son of the author of the "Ollendorff Method" of teaching modern languages, a popular series of which he was the publisher. In 1878 M. Paul Ollendorff became a member of the Cercle de la Librairie and in 1883 was elected to the Council. In 1889 he was made a Chevalier of the Legion of Honor and in 1899 became a vice-president of the Cercle.

Communications

To Avoid Misunderstanding

Chicago *Evening Post*,
Chicago, March 4.

Editor, Publishers' Weekly:

Dear Sir: In your issue of February 19 you quote an editorial from the Chicago *Evening Post* in which it suggests that the Germans should print fewer books and give more energy to "essential" industries, and you say that it is strange that a paper celebrated for its book section should take such an attitude.

Your editorial is not in the least ambiguous, and yet a friend to whom I showed it misunderstood the matter. He thought the editorial you quoted was from the Literary Review of the *Post*—that is, from my pen.

In view of that fact, may I beg this much space to say that it was not. It was from the regular editorial column. I should be sorry to have anyone think I wrote that editorial, partly because I can sympathize with the evident desire of the Germans to forget their troubles by turning to literature; and partly because, beyond a belief in free trade, personal liberty—including Debs—and the freedom of the seas, and distrust of the League of Nations, dislike of Lloyd George, liking for Henry George, contempt for most politicians and an admiration of *The Freeman*, I have no interest in or knowledge of politics, and would not like to be thought of as a political writer.

Sincerely yours,
Llewellyn Jones.

Well Qualified

[The following letter was recently received by The Booksellers' League.]

Rue de la Rôtisserie,
Geneva, Switzerland,
Jan. 23d, 1920.

Dear Sir:

Since years it is my greatest wish to emigrate to the United States and serve there in the measure of my capacity. I am a writer by profession, 34 years old, Doctor of Laws. I have studied at the Universities of Vienna, Paris, Frankfort a/M., Geneva, Budapest, and the London School of Economics and Political Science. Am speaking: French, English, German, Italian, Hungarian. I am bibliographer, and am managing since July 1919 the Book Department of a great international agency. I am also quite up in the periodical literature of the world—because our business deals greatly with that article.

I am very anxious to get a good position in the United States, at the usual salary paid for my qualifications, and would be very much obliged to you for further news.

My present salary is 600 francs monthly which is about $100 per month. If no commercial appointment would be available, could you perhaps place me with some collector in need of expert advice as I am not only a book-seller but at the same time a book-lover.

I am, dear sir,

Yours very faithfully,
Raoul Gerber, D. L.

Tauchnitz Editions

The *Publishers' Circular* of February 5 says:

"We understand that the great firm of Tauchnitz, of Leipzig, is resuming the addition of new volumes to its series of reprints, in English, of works by English and American authors—the new works being chiefly American. The series at present includes 4,550 volumes. We have known many of the authors whose works appear in the famous series, and never heard anything but praise of the way they were treated; in fact, they were always proud to be represented among the books in that handy, well-printed collection, supposed not to be imported into this country, but everybody who travelled abroad brought back the copies they bought. We doubt if any series of books has been oftener mentioned by some character in fiction than this."

Des Moines Book Fair

Harris Emery & Company of Des Moines are to repeat their book fair, and have selected the week of November 14th-19th for the purpose. Miss Ruth Eberhart, manager of the department, has been in New York this week arranging some of the plans.

Periodical Notes

The Leslie-Judge Company, New York, publisher of *Leslie's Weekly, Judge* and *Film Fun*, which entered involuntary bankruptcy last week, will continue publishing these three periodicals with the same frequency of issue as heretofore.

Personal Notes

Albany, N. Y.—George H. Davis has become general manager for George Held, "Complete Book Manufacturer."

Business Notes

London, England.—The new address of Leonard Parsons, Ltd., of London, is 24 Devonshire St., Bloomsbury, W. C. 1.

Macon, Georgia.—An involuntary petition in bankruptcy has been filed against the McEvoy Book and Stationery Co.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.
Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.].
Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.) Tt. (32mo: 12½ cm.); Ff. (48mo. 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Bailey, Charles H.
Mechanical drawing for beginners; giving the fundamental technic of modern practice. 93 p. diagrs. O [c. '20] Peoria, Ill., The Manual Arts Press pap. 68 c.

Bailey, Henry Christopher
Call Mr. Fortune. 262 p. D [c. '21] N. Y., Dutton $2 n.
Detective stories dealing with mysteries of crime distinct from the conventional.

Barcynska, Hélène, Countess
Jackie; with front. by Roy Hamell. 312 p. D c. Bost., Houghton Mifflin $2 n.
The story of a street dancer of London, who became the rage of the season in a musical play.

Beith, John Hay [Ian Hay, Junior sub., pseud.]
The lighter side of school life. 188 p. D '20 Bost., Houghton Mifflin $1.75
The story of life in the English schools.

Beman, Lamar Taney, comp.
Selected articles on the closed shop. 47+197 p. (23 p. bibl.) D (The handbook ser.) '21 N. Y., H. W. Wilson Co. $1.25 n.

Bennett, George Edward
Accounting principles and practice; 3 v. [v. 1 and 2 now ready.] 41+430; 13+461 p. tabs. forms O c. '20-'21 N. Y., Biddle Business Pub., Inc., 19 W. 44th St. ea. $3 n.
Every branch of accounting is covered in this work, from the fundamental principles to more intricate problems. The author is professor of the Dept. of Accounting Syracuse University.

Bennion, B. [B. B. of the Field]
The trout are rising in England and South Africa; a book for slippered ease; with an introductory letter by H. T. Sheringham. 17+292 p. front. pls. D '20 N. Y., J. Lane $2.50 n.

Benson, Edward Frederic
Our family affairs, 1867-1896. 336 p. front. (por.) pors. O [c. '21] N. Y., Doran $4 n.
An intimate record of this author's brilliant family.

Bernheim, Beatrice B.
Life's vagaries. [verse] 109 p. T [c. '20] N. Y. [Author], 404 Riverside Dr. $1.50

Cabot, Ella Lyman [Mrs. Richard Clarke Cabot]
Seven ages of childhood. 34+321 p. O c. Bost., Houghton Mifflin $2.75 n.
Partial contents: Babyhood; The dramatic age; The paradoxical age; The age of the gang; The age of problems.

Candee, Alexander M.
Business letter writing. 10+347 p. O c. '20 N. Y., Biddle Business Pub., Inc. $4 n.
Partial contents: Means of conveying thought; The principles of thinking; Building the letter [3 chapters]; Sales letters: principles of influencing or selling; Reader's viewpoint; Collection letters. The author is a lecturer on Commercial Correspondence, Extension Div., Univ. of Wisconsin.

Cory, Vivian [Victoria Cross, pseud.]
Daughters of heaven. 299 p. front. D [c. '20-'21] N. Y., The Macaulay Co., 15 W. 38th St. $1.75 n.
A love story.

Cross, Zora
The lilt of life. [verse] 156 p. Q N. Y., Oxford Univ. Press $2.50 n.

Davies, David J.
The church and the plain man. 17+324 p. O (Moorhouse lectures) N. Y., Oxford Univ. Press $3 n.

Benedict, Francis Gano and Talbot Fritz B.
Metabolism and growth from birth to puberty. 6+213 p. charts pls. O (Pub. no. 302) '21 Wash., D. C., Carnegie Institution pap. $2

Bloomquist, Rev. E. C., comp.
The great victory; Easter program for the Sunday school; [with responsive readings, hymns with music and recitations.] no paging music O '21 Rock Island, Ill., Augustana Bk. Concern pap. 10 c.; $5 per hundred.

Boalich, Edwin Snow, and others
The clay industry in California. 102 p. front. tabs. pls. diagrs. (part fold.) O Sacramento, Cal., California State Mining Bu. pap.

Bradley, Walter Wadsworth
California mineral production for 1919; with county maps. 204 p. front. pls. tabs. O (Bull. 88) Sacramento, Cal., California State Mining Bu. pap.

Brooks, William Penn
Methods of applying manure. various paging pl. tabs. O (Mass. agric. experiment station bull. no. 196) Amherst, Mass., Agricultural Experiment Station pap.

Church, A. H.
Elementary notes on the reproductions of angiosperms. 24 p. O (Botanical memoirs, no. 5) N. Y., Oxford Univ. Press 90 c.
Elementary notes on structural botany. 28 p. O (Botanical memoirs, no. 4) N. Y., Oxford Univ. Press pap. 90 c.
On the interpretation of phenonema of phyllotaxis. 58 p. il. O (Botanical memoirs, no. 6) N. Y., Oxford Univ. Press pap. $1.60 n.

Dealey, James Quayle
The state and government. 14+409 p. O N. Y., Appleton $3 n.
An introduction to political science from the sociological point of view.

Dennis, Clarence James
Jim of the hills; a story in rhyme. 8+84 p. Q N. Y., Oxford Univ. Press $2.50 n.

Denton, F. M.
Elementary principles of continuous-current armature winding. 10+102 p. diagrs. tabs. S (Pitman's technical primers) N. Y., Pitman bds. $1

Dickinson, Goldsworthy Lowes
Causes of international war. 110 p. (1 p. bibl.) D (Handbooks on international relations) '20 N. Y., Harcourt, Brace & Co. $1 n.
Partial contents: The sense of community as a condition of war; War between states; The responsibility for war of the various elements in a state; Remedies.

Dodd, Anna Bowman
Up the Seine through Normandy to the battlefields. [Travel ed.] 393 p. front. pls. D [c. '20] N. Y., Harper $2.50 n.

Donnell, Anne
Letters of an Australian army sister of the 3rd Australian General Hospital. 292 p. O N. Y., Oxford Univ. Press $3 n.

Drapery trade; an adaptation of Pitman's shorthand to the requirements of correspondence in the drapery trade; with specimens of the forms used, and a description of the duties of shorthand typists engaged in such business; Centenary ed. 84 p. forms S (Pitman's shorthand writers' phrase books and guides) N. Y., Pitman $1

Duncan, F. M., and Duncan, L. T.
Animal life in Africa. 90 p. il. (part col.) O (Wonders of animal life) N. Y., Oxford Univ. Press 60 c.
Animal life in the British Isles. 106 p. il. (part col.) O (Wonders of animal life) N. Y., Oxford Univ. Press 60 c.
Animal life in the East. 90 p. il. (part col.) O (Wonders of animal life) N. Y., Oxford Univ. Press 60 c.

Fenger, Frederic Abildgaard
The golden parrot; with il. by Harold Cue. 8+275 p. front. D c. Bost., Houghton Mifflin $2 n.
A story in which two men set sail for buried treasure in the Virgin Islands.

Ferrari, Pàolo
Ferrari, Goldoni e le sue sèdici commèdie nuove. 139 p. O (Oxford Italian plain texts) N. Y., Oxford Univ. Press pap. $1.15
Goldoni a le sue sèdici commèdie nuove; a play by Pàolo Ferrari; ed. with preface and notes by Arundell Del Re. 8+156 p. O (Oxford Italian plain texts) N. Y., Oxford Univ. Press $1.60

Fiedler, H. G., and Sandbach, F. E.
A first German course for science students; comprising a reader and outline of grammar; with diagrs. and vocabulary; 2nd ed., rev. 10+100 p. D N. Y., Oxford Univ. Press $2
A second German course for science students; readings from recent German scientific publications; selected, arranged and notated. 8+76 p. O N. Y., Oxford Univ. Press $1.60

Firth, Charles Harding
The political significance of Gulliver's travels. 23 p. O (British Academy) N. Y., Oxford Univ. Press pap. 70 c.

Frasier, Scottie McKenzie
Fagots of fancy; in free verse; with an introd. by Helen S. Woodruff. no paging front. (por.) D [c. '20] Wheeling, W. Va., Progressive Pub. $1.50

Friedel, J. H.
Training for librarianship; library work as a career; [introd. by Carl H. Milam] 224 p. (3 p. bibl.) front. pls. fold. plan D (Lippincott's training ser.) [c. '21] Phil., Lippincott $1.75 n.
Partial contents: Librarianship as a profession; The social and special work of the public library; Library Commissions; Filing as a profession. The author is Editor-in-chief, *Special Libraries.*

Gaines, Thomas Robert
Vitalic breathing; il. with a set of eleven health-building exercises. 235 p. front. (por.) D [c. '21] Chic., Reilly & Lee $2.50 n.
Exercises requiring no apparatus.

Garnett, Mrs. Louise Ayres
The courtship; a dramatization of Longfellow's poem, The courtship of Miles Standish. 62 p. front. D [c. '20] Chic., Rand, McNally & Co. bds. 60 c.

Gilmore, Mary
The passionate heart. 12+172 p. O N. Y., Oxford Univ. Press $2.50 n.

Gill, Charles Clifford
What happened at Jutland; the tactics of the battle; [with a foreword by Admiral H. B. Wilson, U. S. Navy.] 13+186 p. diagrs. O [c. '21] N. Y., Doran $3 n.
A survey of the Jutland fight, based upon official British and German reports. The author is a Commander in the U. S. Navy.

Goemaere, Pierre
Across America with the King of the Belgians; authorized tr. from the French by Beatrice Sorchan. 149 p. D [c. '21] N. Y., Dutton $2 n.
Partial contents: On board the "George Washington;" New York; From the Atlantic to the Pacific; Washington; Coming home from America: The Isles of the Blest.

Ewbank, R. B., ed.
Indian co-operative studies; with an introd. by H. W. Wolff. 266 p. O (Univ. of Bombay economic ser., no. 2) N. Y., Oxford Univ Press $6.25

Fay, Edwin Whitfield
Glossae vergilianae. 36 p. O (Univ. of Tex. bull. no. 2017) Austin, Tex., Univ. of Texas pap.

Gollancz, Victor
Industrial ideals. 64 p. O (World of to-day ser., no. 5) N. Y., Oxford Univ. Press $1 n.

Gooch, George Peabody
Nationalism. 127 p. (1¾ p. bibl.) D (Handbook on international relations) '20 N. Y., Harcourt, Brace & Co. $1
Partial contents: The French revolution; The unification of Italy and Germany; The liquidation of Turkey; The awakening of the East; Armageddon.

Hackett, Francis
The invisible censor. 167 p. O c. N. Y., Huebsch $2 n.
A collection of essays, which have appeared in the *New Republic* in the last few years.

Hall, Robert Green, and others
A history of the United States for the grammar grades. 10+520 p. col. front. il. col. pl. pors. maps D [c. '20] Dallas, Tex., The Southern Pub. Co., 2015 Jackson St. $1.45

Hannan, Rev. F. Watson
Evangelism. 251 p. D [c. '21] N. Y. and Cin., The Methodist Bk. Concern $1.50 n.
Partial contents: General evangelism; Pastoral evangelism; Practical evangelism conserving results.

Hanssler, William, and Parmenter, Clarence Edward
A Spanish reader; with exercises. 8+260 p. il. maps D [c. '20] N. Y., Scribner $1.40 n.

Harrington, M. Raymond
Certain Caddo sites in Arkansas. 349 p. col. front. pls. maps diagrs. (part fold.) S (Indian notes and monographs, a ser. of pub. relating to the American aborigines) N. Y., Museum of the Am. Indian, Heye Foundation apply

Hobart, George Vere
Idle moments in Florida. 102 p. D [c. '21] N. Y., Doran bds. $1.25 n.
Humorous poems and sketches of life at the fashionable Florida resorts, written in a slangy style.

Holt, James Harvey
Finger prints simplified; a handbook of the science of finger print identification. 15+134 p. front. il. diagrs. D [c. '20] Chic., F. J. Drake & Co. $2 n.

Hovey, Albert S.
The pyramid and solids; the pyramid solids and earthwork including earthwork tables; third section method; the new and true solution of prismoids and polyhedrons. 70 p. tabs. diagrs. D c. '20 Helena, Mont. [Author], P. O. Box 908 $2

Jane, Frederick T.
Jane's fighting ships, 1920; [completely rev.; ed. by Maurice Prendergast and Oscar Parkes.] 139+579 p. pls. diagrs. tabs. obl. D (23rd issue) N. Y., Lemcke & Buechner $12.60 n.
An encyclopedia of the navies of the world.

Johnston, Sir Harry Hamilton
The backward peoples and our relations with them. 64 p. O (World of to-day ser. no. 1) N. Y., Dutton $1 n.

Journal (A) to Rosalind. 8+157 p. D c. '20 N. Y., Huebsch bds. $2
A story, told thru a diary, of the re-creation of a spirit thru love.

Kawabé, Kisaburo
The press and politics in Japan; a study of the relation between the newspaper and the political development of modern Japan. 13+190 p. (9½ p. bibl.) D [c. '21] Chic., Univ. of Chic. Press $2 n.
Partial contents: Communication and education in old Japan; The political situation at the end of the Tokugawa régime; Reactionary movement and the growth of nationalism; The political awakening of the masses. Index.

Keay, Rev. Frank Ernest
A history of Hindu literature. 116 p. O (Heritage of India ser.) N. Y., Oxford Univ. Press $1.15 n.

Kelland, Clarence Budington
Scattergood Baines. 301 p. front. D [c. '21] N. Y., Harper $2 n.
A romance of rural New England.

Lansing, Robert
The peace negotiations; a personal narrative. 328 p. front. pls. facsms. O c. Bost., Houghton Mifflin $3 n.
Partial contents: Reasons for writing a personal narrative; General plan for a league of nations; International arbitration; The proposed treaty with France.

Lauzanne, Stephane Joseph Vincent
Great men and great days; introd. by Nicholas Murray Butler; tr. by John L. B. Williams. 16+262 p. O c. N. Y., Appleton $3 n.
Partial contents: Théophile Delcassé—the man who prepared victory; Marshal Joffre—the father of victory; Woodrow Wilson—college professor and president; America in the eyes of the world; Alexandre Millerand—president of France. Some of these appreciations appeared in the *North American Review*.

Le Queux, William Tufnell
The intriguers. 319 p. front. D [c. '21] N. Y., The Macaulay Co., 15 W. 38th St. $1.75 n.
A tale of intrigue, plot and counterplot in high circles of Italy and Russia.

Lewis, Burdette Gibson
The offender and his relations to law and society; 2nd ed.; with an introd. by George W. Wickersham. 382 p. (2½ p. bibl.) front. plans O (Harper's modern science ser.) [c. '17-'21] N. Y., Harper $2.50 n.

Heaton, Herbert
The Yorkshire woolen and worsted industries; from the earliest times up to the industrial revolution. 14+460 p. maps diagrs. O (Oxford hist. and literary studies, v. 10) N. Y., Oxford Univ. Press $7.20

Ivens, Walter George
Grammar and vocabulary of the Lau language, Soloman Islands, 62 p. front. pls. D. (Pub. no. 300) Wash., D. C., Carnegie Institution pap. $1

Kansas. State Agricultural College
Practical cookery; a compilation of principles of cookery and recipes and the etiquette and service of the table; 4th ed., rev. 250 p. front. il. pls. D (Dept. of food economics and nutrition) c. '20 Manhattan, Kas., State Agricultural College $1.35 n.

Lippincott, Isaac
Economic development of the United States. 16+691 p. tabs. O c. N. Y., Appleton $3.50 n.
This work covers the subjects from the time of the earliest settlement until the present day, including the war development and regulation of industry and also the measures enacted by congress to put the industries back on a peace basis.

Luce, Allena, ed.
Canciones populares; musica arreglada y editada por Allena Luce. 6+138 p. O [c. '21] Bost., Silver, Burdett & Co. bds. $1.28 n.
A collection of idiomatic songs from Spain and Spanish America, with their original lyrics.

McCarty, Richard Justin
Elements of plane trigonometry. 4+89 p. il. diagrs. O c. '20 Chic., Am. Tech. Soc. $1

MacLachlan, John E.
How to become a private secretary. 8+109 p. (1 p. bibl.) D N. Y., Pitman $1.50

Martin, C. C.
Export packing; a guide to the methods employed by successful shippers. 723 p. front. pls. diagrs. O c. N. Y., The Johnston Export Pub. Co., 370 7th Ave. $10
This book tells how to select woods, test cases and crates, prevent pilferage, "shrink" the package, protect goods from rust, avoid high duties, "float" fragile material, and gives other information.

Mathers, Edward Powys, tr.
The garden of bright waters; one hundred and twenty Asiatic love poems. 108 p. sq. D Bost., Houghton Mifflin bds. $2 n.
Translations of famous poems of the East, many of them written in the 8th century.

Maxwell, Donald
A dweller in Mesopotamia; being adventures of an official artist in the Garden of Eden; with sketches in colour, monochrome and line; [by the author.] 12+124 p. O '21 N. Y., J. Lane bds. $7.50 n.
Partial contents: The Venice of the East; The wise men from the West; Arabian nights in 1919; The desert of the flaming sword. Most of the sketches are the property of the Imperial War Museum.

Merritt, Albert Newton
War time control of the distribution of foods; a short history of the distribution division of the United States Food Administration; its personnel and achievements. 7+237 p. pors. facsms. D c. '20 N. Y., Macmillan $2.25

Miller, Edward Alanson
The history of educational legislation in Ohio from 1803 to 1850; [general introd. by Marcus W. Jernegan]. 11+248 p. tabs. O (Supplementary ed. monographs, v. 3, no. 2, whole no. 13) [c. '20] Chic., Univ. of Chic. Press pap. $2 n.

Miln, Louise Jordan [Mrs. George Crichton Miln]
The purple mask; adapted from the play Le chevalier au masque of MM. Paul Armont and Jean Manoussi. 8+307 p. D (Stokes' worth while new author ser.) [c. '18] N. Y., Stokes $1.25
A story of Paris at the time of Napoleon, which is based on a play of the same name.

Moult, Thomas
Snow over Elden; a story of today. 281 p. D N. Y., Doran $2 n.
A story of the plain folk of the countryside of Derbyshire, England.

Ogden, LaVerne G.
Zone food science. 75 p. front. (por.) pors. D c. '20 Cin., The Ogden Health Inst., 5th & Race Sts. pap. $1
Suggestions for diet in health and disease.

Owen, Wilfred
Poems; with an introd. by Siegfried Sassoon. 9+33 p. front. (por.) sq. O N. Y., Huebsch bds. $1.50
Verse written by an English Officer, who was killed in action a week before the Armistice.

Paine, Albert Bigelow
The lure of the Mediterranean; the ship dwellers: a story of a happy cruise. 7+393 p. front. il. pls. O [c. '10-'21] N. Y., Harper $3 n.
Published in 1910 under title "The Ship dwellers: a story of a happy Cruise."

Percival, G. Arncliffe
The electric lamp industry; [written] in collaboration with English and American contributors. 21+112 p. front. pls. diagrs. D (Pitman's common commodities and industries) N. Y., Pitman $1

Pettee, Florence M.
White dominoes. 351 p. D [c. '21] Chic., Reilly & Lee. $1.75 n.
A mystery story.

Phelps, William Lyon
Essays on modern dramatists. 278 p. D c. N. Y., Macmillan $2.50 n.
Barrie, Shaw, Galsworthy, Fitch, Maeterlinck and Rostand, are the subjects of these essays.

Phillips, Stephen
Collected plays; [with a preface by Stephen Phillips, jr.] various paging D '21 c. '02-'21 N. Y., Macmillan $3.50 n.
A collected edition, with one hitherto unpublished play, "Aylmer's Secret."

Plumb, Albert Hale
William Bradford of Plymouth. 112 p. front. O [c. '20] Bost., Badger $1.50 n.

Postgate, R. W.
The workers' international. 125 p. D (Handbook on international relations) '20 N. Y., Harcourt, Brace & Co. $1 n.
A study of labor internationalism.

MacDonald, George
The silver coinage of Crete; a metrological note. 30 p. il. (part col.) O N. Y., Oxford Univ. Press $1.80

Poynter, Charles William McCorkle
Congenital anomalies of the heart. 102 p. (52 p. bibl.) O (Univ. studies, v. 19, no. 1-2) '19 Lincoln, Neb., Univ. of Nebraska Library pap. $1.50

Roberts, Kenneth L.
Europe's morning after. 409 p. O [c. '21] N. Y., Harper $3 n.
A book of travel, in which the author dwells in a light vein upon the customs of the countries.

Roche, Arthur Somers
Find the woman; with il. by Dean Cornwell. 311 p. front. pls. D c. N. Y., Cosmopolitan Bk. Corp. $2
A novel of youth and mystery of modern New York.

Ross, J. Elliot
Sanctity and social service. 130 p. D c. N. Y., Devin-Adair Co., 425 Fifth Ave. $1.50 n.
Partial contents: Activity the goal of prayer; Catherine of Siena—saint and suffragist; Francis of Assisi-saint and social reformer; Vincent de Paul-saint and founder of modern philanthropy.

Roy, James A.
Pole and Czech in Silesia. 6+212 p. D '21 N. Y., J. Lane $2 n.
Experiences of the author while he was a member of the British Commission in Teschen, 1919-1920.

Scott, C. Kay
Blind mice. 321 p. D [c. '21] N. Y., Doran $2 n.
A novel in which American life is studied.

Smith, W. Whately
A theory of the mechanism of survival; the fourth dimension and its applications. 195 p. diagrs. D N. Y., Dutton $2.50 n.
Partial contents: The meaning of four-dimensional space; Application to certain of the facts elicited by psychic research; Vitality and will; The religious aspects of the hypothesis.

Stanger, Wesley A.
Personal selling; 12 v. various paging O c. '20 N. Y., Biddle Business Pub., Inc. pap. $3 set
Twelve pamphlets of practical advice for salesmen on personality, solicitation prospects, price, meeting competition, meeting objections, closing the deal and other subjects, arranged for convenient use.

Stocks, J. L.
Patriotism and the super-state. 105 p. D (Handbooks on international relations) '20 N. Y., Harcourt, Brace & Co. $1 n.
Partial contents: Historical development; Patriotism as willing service; Ethical value of the patriotic complex; Criticisms of nationalism; National policy: Imperialism and democracy.

Truman, Olivia M.
The A.B.C. of occultism; the answer to life's riddles. 12+100 p. (2½ p. bibl.) diagrs. D N. Y., Dutton $1.60 n.

Van Buren, Evelyn
Zizi's career. 348 p. D [c. '21] Indianapolis, Ind., Bobbs-Merrill $1.75
A story in which the heroine reviews events in her life from her twelfth year to her eighteenth, leading up to the great hour of her career.

Vinal, Eugene R.
Mathematics for the accountant. 2nd ed. 16+170+38 p. tabs. O '21 c. '20-'21 N. Y., Biddle Business Pub., Inc. $3 n.
Partial contents: Simple interest; Foreign exchange; Powers and roots: logarithms; Compound interest and present worth; Annuities: amount and present worth; Amortization; The slide rule; Problems from the examinations of the American Institute of Accountants.

Wells, Carolyn [Mrs. Hadwin Houghton]
The mystery of the sycamore; with a front. in col. by Frank McKernan. 336 p. D c. Phil., Lippincott $2 n.
A murder mystery story in which three people confess to the crime. This novel appeared in serial form under the title "The Pardon Tree."

Wera, Eugene
Human engineering; a study of the management of human forces in industry. 20+398 p. D c. N. Y., Appleton $3.50 n.
Partial contents: Evolution of attitudes of labor and capitol; Competition vs. monopoly; Socialism; The new status of labor; Meaning of Democratic government; Influence of our animal nature on conduct; Influence of belief on conduct; Organizing for unity.

Whitehead, Harold
Your job; how to choose a job; how to get a job; how to grow in a job. 171 p O c. '20 N. Y., Biddle Business Pub., Inc. $2 n.
Inspirational talks to people in business on conduct, character and man-building. by the head of the Vocational Department, College of Business Administration of Boston University.

Willis, F. Milton
Recurring earth-lives; how and why; reincarnation described and explained. 11+92 p. D (Sacred occultism ser.) [c. '21] N. Y., Dutton $1.25 n.
An analysis of the outlines of Theosophy.

Willis, James F.
Bibliphily: or, booklove. 83 p. S c. Bost., Houghton Mifflin bds. $1
Essays on books and on the gathering, reading and making of them.

Woolf, Leonard Sidney
Economic imperialism. 110 p. D (Handbooks on international relations) '20 N. Y., Harcourt, Brace & Co. $1 n.
Studies of economic imperialism in Africa and Asia, the causes and results.

Village education in India; the report of a Commission of Inquiry. 12+210 p. O N. Y., Oxford Univ. Press $2.50 n.

Whitaker, J. Ryland
Anatomy of the brain and spinal cord. 5th ed. 262 p. il. pls. D '21 Chic., Chicago Medical Bk. Co. $3.50 n.

White, Mrs. Emma Siggins, and Maltby, Martha Humphreys, comps.
Genesis of the White family; a connected record of the White family beginning in 900 at the time of the Welsh origin when the name was Wynn, and tracing the family into Ireland and England; several of the name entered England with the Norman conqueror; representatives of the English branch emigrated to America in 1638; the Scotts of Scot's hall in the county of Kent, England; one of the oldest recorded families, their traditionary history beginning in Ireland about 300 B. C.; the authenticated record herein given dates back to 400 A. D.; emigration to America was in 1740; their descendants are to be found in every state of the Union; supplemental records, biographical sketches and coats of arms of nearly 70 allied families; [contains the lineage of John Barber White]. 11+346 p. col. front. il. pls. pors. col. coats of arms Q '20 Kansas City, Mo., Tiernan-Dart Pr. Co. $20 n.

Index to Spring Announcements

In this list publishers' announcements are indexed by author, title and series. Titles beginning with an unimportant word are usually inverted, so that a book on a given subject will be listed under its subject if possible. Fuller information of the books announced will be found in the publishers' advertising pages, index to which is given on page 857.

A B C of evolution. McCabe, J. $1.50 Putnam

A. E. F., A history of the 78th division. $3 Dodd, M.

Abbatt, William, comp. The colloquial who's who 8° $4 W. Abbatt

Abbot, Willis J. Blue jackets of 1918. il. 8° $2.50 Dodd, M.

Abbott, Eleanor Hallowell. The sick-a-bed lady. 12° (Popular copyrights) $1 Grosset & D.

Abbott, Lyman. What Christianity means to me. $1.75 Macmillan

Abernethy, Arthur T. Twenty-five best sermons. 12° $2 Standard Pub. Co.

Abnormal psychology. Coriat, I. H. $4 Moffat, Y.

Aborigines in the law and practice of nations, The question of. Snow, A. H. Putnam

Abraham, The story of. Pell, E. L. 50c. Revell

Acceptances, bankers' and trade. Mathewson, P. $3.50 Appleton

Accountant, Mathematics for the. Vinal, E. R. $3; supp., 75c. Biddle

Accounting. Bennett, G. E. $3 Biddle

Accounting and reporting, Principles of government. Oakley, F. $5 Appleton

Accounting, Fundamentals of. Cole, W. M. Houghton M.

Accounting principles. Bell, S. Macmillan

Accounting principles, Bookkeeping review and. Morton, D. W. Biddle

Accounting problems, Practical. Pt. 1. Esquerre, P. J. $10 Ronald

Accounting system, Composite. Hawks, R. B. Biddle

Across America with the king of the Belgians. Goemaere, P. $2 (?) Dutton

Adams, George B. Constitutional history of England. 8° $5 Holt

Adams, James Truslow. The founding of New England. il. $4 Atlantic

Adams, John D. Carpentry for beginners. il. 12° $2.50 Moffat, Y.

Adamwa dialect of the Fulani language, A first grammar of the. Taylor, F. W. Oxford Univ.

Addio. *See* Young, S.

Addison and Steele. Essays. (The modern student's library) $1 Scribner

Adirondacks, A history of the. 2 v. Donaldson, A. L. $10 Century

Admiral's chair, The. Montmorency, J. E. G. de Oxford Univ.

Adventures of Be-Wee the gnome, The. Herbertson, A. G. $1.50 Cupples & L.

Adventures of the night. Birmingham, G. A. Doran

Advertiser's handbook (International handbooks). $1 Winston

Advertising, Better. Manly, J. M. $1.50 Drake

Advertising, Effective direct. Ramsay, R. E. $5 Appleton

Advertising, Essentials of. Blanchard, F. L. $3 McGraw-Hill

Advertising for foreign trade. Aughinbaugh, W. E. $3 Century

Advertising, Handbook on church. Case, F. H. $1.25 Abingdon

Advertising, A short course in. Osborn, A. F. $3 Scribner

Aerial observation. Porter, H. E. $2.50 Harper

Aeronautics, A history of. Vivian, E. C. $5 (?) Harcourt

Aeroplane structural design. Jones, T. H. $7.50 Pitman

Aeschylus. Agamemnon. Tr. by Gilbert Murray. 8° Oxford Univ.

Aesthetic attitude, The. Langfield, H. S. $3.50 Harcourt

African adventure, An. Marcosson, I. F. $5 Lane

After-dinner speeches. Burton, A. $1.25 Clode

After the peace. Brailsford, H. N. $2 Seltzer

Against the winds. Jordan, K. $1 Burt

Agamemnon. Aeschylus. Oxford Univ.

Age of the reformation, The. Smith, P. $6 Holt

Agamemnon. Ellis, L. $1.75 (?) Harcourt

Agg, Tansy R. The construction of roads and pavements. New ed. il. 8° $4 McGraw-Hill

Agricultural economics. Boyle, J. E. $3 Lippincott

Agricultural engineering ser., Wiley. *See* Chatburn, G. R.

Agriculture, How to teach. Storm, A. V. $3.50 Lippincott

Agriculture in the secondary school, Methods of teaching vocational. Dadisman, S. H. $2.50 Badger

Agriculture, Mathematics for students of. Rasor, S. E. Macmillan

Ahrons, E. L. The steam locomotive. $1 Pitman

Aiken, Conrad. Punch, the immortal liar. 8° $1.75 Knopf

Aikman, Henry G. Zell. 12° $2.50 Knopf

Air force, Our. Mitchell, W. $5 Dutton

Aircraft yearbook for 1921, The. il. $3 Small M.

Al-Mufaddal. The Mufaddaliyat: an anthology of ancient Arabian odes. 2 v. 4° Oxford Univ.

Alaska and Yukon, A Cheechako in. Cameron, C. $6 Stokes

Alaska Yukon gamelands, In the . McGuire, J. A. $3 Stewart & K.
Albertson, Alice O., and Hinchman, Anne. Nantucket wild flowers. il. 16° Putnam
Aldington, R. Medallions in clay 8° $2 Knopf
Aldington, Richard. Images of war. $2 Four Seas
Aldrich, and others. Elementary French. Rev. ed. il. Ginn
Alexander (Charlie). Roberts, P. I. $1 Revel!
Alexander, Father. A spiritual retreat. 8° $3 Benziger
Alexander, Grace. Prince Cinderella. front. $2 Bobbs-M.
Alexander, Sir William. Poetical works. 2 v. v. 1, The dramatic works. 8° (Manchester university pub.) $10.50 Longmans
Algebraic curves, Plane. Hilton, H. Oxford Univ.
Alice Adams. Tarkington, B. $1.75 Doubleday, P.
Alice's adventures in wonderland. Carroll, L. $1.75 Small, M.
Alington, Cyril. Twenty years; being a study in the development of the party system between 1815 and 1835. Oxford Univ.
Allan, G. A. T. The nurserymatograph. il. 12° $1.25 Lane
Allan, Luke. Blue Pete—half breed. $2 McCann
Allan's (Father) island. Murray, A. $2.50 Harcourt
Allen, Alice E. Marjory-Joe ser. il. 12° ea. $1.65 Page Co.
New titles: Marjory's house party.—Joe, the circus boy and Rosemary.
Allen, Charles R. The foreman and his job. 12° $5.50 Lippincott
Allen, F. Sturges. Allen's synonyms and antonyms. 8° $3 Harper
Allen, Frederick J. A source book of occupations. Harvard Univ.
Allen, Henry J. The party of the third part. 8° $2.50 Harper
Allen, T. W. The Homeric catalogue of ships. 8° (Oxford classics) Oxford Univ.
Alloys, Metallic. Gulliver, G. H. $4.50 Lippincott
Alternative, The. Gibbon, M. M. $1.75 Doubleday, P.
Ambassadors of God. Cadman, S. P. $3.50; $2.50 Macmillan
America and the race for world dominion. Demangeon, A. $2 Doubleday, P.
America in Italian and English, The story of. Pecorini, A. $1 M. Jones
America in Polish and English, The story of. Pecorini, A. $1 M. Jones
American, An. Gue, B. W. $2 Badger
American Baptist year-book for 1920, The. 75 c. Am. Bapt. Pub.
American business methods. Parsons, F. W. Putnam
American drama of today, British and. Clark, B. H. $3 Stewart & K.
American economic problems. Burch, H. R. Macmillan
American English. Tucker, G. M. $3 Knopf
American English. Van Santvoord, G. Oxford Univ.
American footprints in Paris. Boucher F. $2.50 Doran
American history and government. Andrews, M. P. $2 Lippincott
American history, The McCarthys in early. O'Brien, M. J. $2.50 Dodd, M.
American history, Readings in. Muzzey, D. S. Ginn
American ideals—a reader for the fifth grade. Greene, F. N. 92 c. Scribner
American issues, Great. Hammond, J. H. $2 Scribner
American literature, The Cambridge history of. v. 3, 2 pts. ea. $5 Putnam
American public school, The. Finney, R. L. Macmillan
American relief administration, The. 2 v. Dickinson, T. H. $10 (?) Houghton M.
American Society of Church History, Papers of the. Second ser. v. 6. Rockwell, W. W., ed. Putnam
American soul, The Farriss, C S. $1 Stratford
American timberlands, The valuation of. Woodward, K. W. Wiley
Americanism in Americanization. Baghdigan, B. K. Burton
Americans, Reader and guide for new. Castle, A. W. Macmillan
America's duty. Wood, L. $1.25 Reilly & L.
America's power resources. Gilbert, C. E. $2.50 (?) Century
Ames, Fisher, jr. Civilian relief. il. 12° $2 Macmillan
Ames, Joseph B. The emerald Buddha. $1.50 Small, M.
Amherst books. 8° ea. $3 M. Jones
New volumes: Genung, J. F. The life indeed.—Morse, A. D. Parties and party leaders.—Smith, H. P. Essays in Biblical interpretation.
Amputations, Cinematic. Putti, Prof. Oxford Univ.
Anatomy of the human skeleton, The. Frazier, J. E. S. $10 Blakiston
Anatomy, Surgical pathology and morbid. Bowlby, A. F. $8 Blakiston
Ancestors in silhouette. Edouart, A. $20 Lane
Andalusia. Maugham, W. S. $3 Knopf
Anderson Crow, detective. McCutcheon, G. B. $1 Burt
Anderson (John T.) See Poteat, Gordon.
Anderson, Marjorie. A web of thoughts. $1.50 Four Seas
Anderson, Mrs. Larz. Dolly: the diplomat. [Tentative title] il. 12° $1.90 Page Co.
Anderson, Sherwood. Poor white. 12° $2 Huebsch
Anderson, William. A history of the constitution of Minnesota. (Studies in the social sciences No. 15) Univ. of Minn.
Andrewes, Frederick W. *See* Bowlby, Anthony Alfred.
Andrews, Matthew P. American history and government. il. 12° $2 Lippincott

Andrews, Roy Chapman. Across Mongolian plains. il. 12° $5 Appleton
Anesthetics. Buxton, D. W. $6 Blakiston
Angel's lily, The. Conwell, R. H. $1.25 Am Bapt. Pub.
Angevin England and Scandinavia. Leach, H. G. Harvard Univ.
Angiosperms, Elementary notes on the reproduction of. Church, A. H. Oxford Univ.
Angler, Reminiscent tales of a humble. Johnson, F. A. $2 Stewart & K.
Anglo-American future, The. Gardiner, A. G. Oxford Univ.
Animal A B C, The. Golding, H. $1.50 Sully
Animal portraiture. Lydekker, R. $20 Brentano's
Annes, The. Taggart, M. A. $1.75 Doubleday, P.
Anson, Sir W. R. Law and custom of the constitution. New ed. 3 v. 8° Oxford Univ.
Anthology of Massachusetts poets. Braithwaite, W. S. $1.50 Small, M.
Anthology, A physicians'. Wood, C. Oxford Univ.
Anthology of Russian poetry. Deutsch, B. Harcourt
Anthony Trent, master criminal. Martyn, W. $1 Grosset & D.
Anthropology and history. McDougall, W. Oxford Univ.
Anthropometry, A laboratory manual of. Wilder, H. H. $3 Blakiston
Antiques, genuine and spurious. Litchfield, F. $10 (?) Harcourt
Antiquities of the bronze age, Guide to the. New ed. 8° Oxford Univ.
Anybody but Anne. Wells, C. $1 Burt
Apartment next door, The. Johnston, W. $1 Grosset & D.
Apostles and martyrs. il. 8° (Bible readings for schools) Oxford Univ.
Apostles, prophets, and reformers. Ascham, J. B. Meth. Bk.
Arabian nights in words of one syllable. Stoll & Edwards
Archer, William. The green goddess. 12° $1.75 Knopf
Architecture in Australia, Domestic. Smith, S. U. Oxford Univ.
Architecture, School. Donovan, J. J. Macmillan
Arène, Paul. The golden goat. $1.90 Doran
Ariosto, Shakespeare and Corneille. Croce, B. $2.50 Holt
Arithmetic, A decimal and metric. Macduff, J. A. Oxford Univ.
Armature winding, Continuous current. Denton, F. M. $1 Pitman
Arnold, T. W., and Binyon, Laurence. Court painters of the grand moguls. il. 4° Oxford Univ.
Arnold-Forster, Mrs. A. O. Studies in dreams. Macmillan
Art and archaeology, Princeton monographs in. v. 9. il. $8 Princeton Univ.
New volume: Marquand, A. Benedetto and Santi Buglioni.
Art and business of interior decoration, The. Herts, B. R. $5 (?) Small, M.
Art and I. Hind, C. L. $2.50 Lane
Art, Hindu Sarker, B. K. 75 c. Huebsch
Art lib., American. Limited ed. Boni & L. Contents: Robert Henri, painter.
Art of illustration, The. Sullivan, E. J. (Universal art series) Scribner
Art of lawn tennis, The. Tilden, W. T. Doran
Art of letters, The. Lynd, R. $3.75 Scribner
Art, The philosophy of fine. Hegel, G. W. F. $12 Harcourt
Art training, Better citizenship through. Beck, M. M. $1.25 McClurg
Art treasures and monuments, Italy's protection of. Filippi, F. de. Oxford Univ.
Arts, The graphic. Pennell, J. $5 Univ. of Chic.
As it was in the beginning. Train, A. $1.75 Macmillan
As the larks rise. Garrison, T. Putnam
As to military training. Wall, J. F. $2.50 G. Banta
Ascham, John Bayne. Apostles, prophets, and reformers. Meth. Bk.
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Wars, Economic causes of modern. Bakeless, J. $4 Moffat, Y.
Washington, the nation's capital. Pullinger, H. $2 Brentano's
Washington Square classics. Jacobs
New title: Robin Hood and his merry men.
Wasps, More hunting. Fabre, H. $2.50 Dodd, M.
Watch repairer's hand book. Pratt, L. B. $2 Baird
Water colors: south of France, 1918-1919. Nichols, S. F. $3 Four Seas
Water power engineering. Fergusson, F. F. $1 Pitman
Waters, Charlotte M. A school economic history of England. 8° Oxford Univ.
Watkins, Oscar D. A history of penance. 2 v. 8° $16 Longmans
Watson, Albert Durrant. Birth through death. $2.50 McCann
Watson, Robert. The girl of O. K. Valley (Copyright fiction) $1 Burt
Watson, Thomas L. *See* Ries, Heinrich.
Watson, W. A text-book of physics. 7th ed. il. 8° $6 Longmans
Watt, Henry J. The economy and training of memory. 5th ed. 8° $1 Longmans
Way down East. Grismer, J. R. $1 Grosset & D.
Ways of life, The. Ward, S. Oxford Univ.
Ways of the circus, The. Conklin, G. $2.25 Harper
Weaver, J. V. A. In American. 12° $1.50 Knopf
Web of thoughts, A. Anderson, M. $1.50 Four Seas
Webb, J. Cyrtis. Electro-therapy. 8° $1.50 Blakiston
Webb, Mary. The house in Dormer Forest. $2 Doran
Webb, Sidney. Grants in aid. New ed. 8° $2.75 Longmans
Webb, Sidney, and Beatrice. Problems of modern industry. New ed. 8° $2.75 Longmans
Webster, Jean. Much ado about Peter. New ed. front. 12° $1.75 Century

Webster's new standard American dictionary. Reference ed. 16° $2.50; $1.50; $1.25 to $2.75 Laird & L.
Week on the Concord and Merrimack Rivers, A. Thoreau. $1 Scribner
Weekes, R. K. Convict B 15. 12° $1.90 Brentano's
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Weir, F. Roney. Colinette of Redmoon. $1.90 Small, M.
Weitenkampf, Frank. How to appreciate prints. il. $3 Scribner
Well paid. Carretero, J. M. $1.75 Doubleday, P.
Well, why not? Masson, T. L. $1.50 Doublday, P.
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Wentworth, and others. Fundamentals of practical mathematics. Ginn
Wentworth (John). Mayo, L. S. Harvard Univ.
Wera, Eugene. Human engineering. 8° $3.50 Appleton
Wesley, John. The Epworth phenomena. 12° $1 McKay
West Indies, A guide to the. Ober, F. $3.50 Dodd, M.
Westinghouse air-brake handbook (International handbooks). $1 Winston
Weston, George. You never saw such a girl. 12° (Popular copyrights) $1 Grosset & D.
Westropp, M. S. Dudley. Irish glass. il. 8° $15 Lippincott
Wharf management, stevedoring and storage. MacElwee, R. S. $6 Appleton
What and where is God? Swain, R. La R. $1.50 Macmillan
What Christianity means to me. Abbott, L. $1.75 Macmillan
What David did: love letters of two babies. Woodruff, H. S. $1.75 Boni & L.
What I can do with my hands books. *See* Judson, Clara Ingram.
What must the church do to be saved? Tittle, E. F. Abingdon
What next? Mackail, D. $2 Houghton M.
What really happened at Paris. House, Col. E. M., and Seymour, C., ed. Scribner
Wheeler, Janet D. Billie Bradley and her classmates. (Billie Bradley ser.) il. 12° $1 Sully
When day is done. Guest, E. A. $1.25 Reilly & L.
When Polly was eighteen. Dowd, E. C. $1 90 Houghton M.
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Whispering wires. Leverage, H. $1 Grosset & D.
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White, Viola C. Horizons. (Yale ser. of young poets) $1.25 Yale Univ.
White, William Allen. A friend's chronicle [story of author's friendship with Roosevelt]. Macmillan
White, William Patterson. The heart of the range. $1.75 Doubleday, P.
White cipher, The. Leverage, H. $1 Grosset & D.
White dominoes. Pettee, F. M. $1.75 Reilly & L.
White ladies of Worcester, The. Barclay, F. L. $1 Grosset & D.
White wolf, The. Gregor, E. R. $1.75 Appleton
Whitehead, Wilbur C. Auction bridge standards. 12° $2 Stokes
Whitlach, Marshall. Golf for beginners—and others. New ed. il. $2 Macmillan
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Whitwam, W. H. Textile calculations. $9 Pitman
Who cares? Hamilton, C. $1 Grosset & D.
Wholeness of Christianity, The. Gilkey, C. W. $1.50 Womans Press
Who's who, The colloquial. Abbatt, W. $4 W. Abbatt
Who's who, 1921: an annual biographical dictionary. [English ed.] Macmillan
Who's who on the screen. Rev. ed. 8° $1 Ross Pub.
Why die so young? Huber, J. B. $2 Harper
Why manufacturers lose money. Grimshaw, R. Biddle
Why Plotinus interests religious people. Guthrie, K. S. 50 c. Platonist Pr.
Wick, Jean, ed. The stories editors buy and why. $2 Small, M.
Wick, Jean. *See also* Catrevas, Christina.
Wickham, Anna. The contemplative quarry and other poems. $1.75(?) Harcourt
Wickham, Harvey. The clue of the primrose petal. 12° $1.75 Clode
Widdemer, Margaret. You're only young once. (Copyright fiction) $1 Burt
Wild flowers, Nantucket. Albertson, A. O. Putnam
Wild geese. Banks, T. H., jr. $1.25 Yale Univ.
Wild wings. Piper, M. R. $1.90 Page Co.

Wild youth and another. Parker, G. $1 Grosset & D.
Wilder, Harris Hawthorne. A laboratory manual of anthropometry. 8° $3 Blakiston
Wildman, Edwin. Famous leaders of industry. Second ser. il. 12° $2 Page Co.
Will power and work. Payot, J. $1.75 Funk & Wagnalls
Will, The rational education of the. Levy, P. E. $2 McKay
Willaman, John J. Vocational chemistry. il. 8° $1.75 Lippincott
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Williamson, Dr. G. C. Daniel Gardner. il. 4° $30 Lane
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Wilson, H. B., and Lull, H. G. The redirection of high school instruction. 12° $1.60 Lippincott
Wilson, Harry Leon. Ma Pettengill. 12° (Popular copyrights) $1 Grosset & D.
Wilson, Harry Leon. The wrong twin. il. $1.75 Doubleday, P.
Wilson, P. Whitwell. The vision we forget. 8° $2 Revell
Wilson, Romer. The death of society. Doran
Winbolt, S. E. A key to short essays for schools. 8° Oxford Univ.
Wind along the waste. Johnson, G. E. $2 Century
Wind over the water, The. Merivale, P. $1 Four Seas
Window trimmer's handbook. (International handbooks) $1 Winston
Wine of astonishment, The. Bradley, M. H. $1 Burt
Wine of life, The. Stringer, A. $2 Knopf
Winner take all. Evans, L. $1.75 Fly
Winslow, Leon Loyal. Elementary industrial arts. Macmillan
Winston simplified dictionary. Business man's ed. $2.50 Winston
Wisdom of the Chinese, The. Brown, B. $2.50 Brentano's
Wishart, Charles Frederick. The range finders. 75 c. Presb. Bd.
Wishing fairy's animal friends, The. Ingraham, C. $2.50; in parts, ea. $1 Brentano's
Wister, Owen. Our fight, too. Macmillan
With malice toward none. Holliday, R. C. Doran
With silent friends. King, R. $1.50 Lane
Witham, G. I. The guarded room. 12° $2 Lane
Witt, Robert C. How to look at pictures. 6th ed. il. $2(?) Harcourt
Witte (Count), The memoirs of. Yarmolinsky, A., tr. and ed. $5 Doubleday, P.
Wolf, Lucien. The Jewish menace in world affairs a myth. 50 c. Macmillan
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New volumes: Peacock, W. English prose.—Collins, W. The woman in white.—Tolstoy. Confession and What I believe.—Short stories, XIXth-XXth centuries.—Virgil.

Wright, Nathaniel. *See* Stephenson.

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Wrong twin, The. Wilson, H. L. $1.75 Doubleday, P.

Wylie, Ida A. R. Rogues and company. 12° $2 Lane

Wyllie, Col. Robert E. Orders, decorations, and insignia. il. 8° Putnam

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Yank Brown, forward. Stone, D. $1 Barse & H.

Yank Brown, halfback. Stone, D. $1 Barse & H.

Yarmolinsky, Abraham, tr. and ed. The memoirs of Count Witte. $5 Doubleday, P.

Yarmolinsky, A. *See* Deutsch, Babette.

Year-Book for 1920, American Baptist. 75 c. Am. Bapt. Pub.

Year's at the spring, The. Walters, L. D. $6; $12 Brentano's

Yeats, William Butler. Selected poems. $3.50 Macmillan

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Yellow horde, The. Evarts, H. G. $1.75 Little, B.

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Yeomans, Edward. Shackled youth. $1.75 Atlantic

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You never saw such a girl. Weston, G. $1 Grosset & D.

Young, Dinsdale T. Stars of retrospect. $2 Doran

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Zell. Aikman, H. G. $2.50 Knopf

Zinc, Electrolytic deposition and hydrometallurgy of. Ralston, O. C. $3 McGraw-Hill

Zinsser, Hans, and others. A laboratory guide in serum study. New ed. Macmillan

Zizi's career. Van Buren, E. $1.75 Bobbs-M.

Zweig, Stefan. Romain Rolland: the man and his work. $3.50(?) Seltzer

Rare Books, Autographs and Prints

A MOVEMENT in Indiana to build a children's hospital as a memorial to James Whitcomb Riley seems to be culminating successfully.

Bibliographical works and books about books, of all kinds and degrees of rarity, are in active demand with a tendency of prices to advance. This indication augers well for bookselling.

A collection of Americana, selected from several consignments, including rare American almanacs, books and pamphlets on the Revolutionary War, Washingtoniana, California and the early West will be sold by the Heartman Auction Company, Inc., Rutland, Vt., March 19.

Just now the interest in fine prints seems to be at its height for this season. At the National Academy of Design more than 150 drawings, etchings, engravings, etc., are now on exhibition. At the New York Public Library the etchings, lithographs, and wood engravings of Manet, from the Avery collection, are on view. Etchings and dry points by Rembrandt can be seen at Knoedler's and of Lepere at the Harlow Galleries. Sixty Buhot etchings are on exhibition at the Keppel Galleries and include many rare and uncommon states.

The library of a New York collector will be sold to close his estate at the Anderson Galleries, March 17 and 18. It contains a large number of desirable English and American standard editions of popular authors, private press books, colored plate books, engravings, extra-illustrated and other good miscellaneous books. The books thruout the library are in fine condition. There are few rarities but are of the class that make desirable additions to the general private library and bookseller's stock.

Admirers of Keats in England have started a movement to purchase Wentworth Place, the house in Hempstead where the poet lived for a considerable time with Armitage Brown and wrote several of his most famous poems, and equip it as a museum. The late Sir Charles Dilke bequeathed a valuable collection of Keats souvenirs to the Borough of Hempstead, and it is planned to keep and exhibit them in the old house. A fund of £4,000 is needed to carry out the plans of which £3,500 has already been raised, and it is hoped that American admirers of the poet will contribute the remaining £500.

The death bed portrait of John Keats, painted by his friend Joseph Severn, perhaps better known than any other portrait, is one of the most treasured association items in the collection of A. Edward Newton, author of "The Amenities of Book Collecting." It was at once recognized that Severn had caught the spiritual beauty of the poet as he lay dying and several copies of the original were made: one of these is in the Keats-Shelley Memorial at Rome and another may be seen in one of the great private collections of this city.

The library of Anthony J. Drexel, Jr., of Philadelphia, with additions, was sold at the Anderson Galleries, March 1 and 2. The highest price, $1,025, was paid for Thackeray's "Illustrations to the Surprising Adventures of Three Men," a series of ten lithographic plates printed for "Presentation Purposes Only" and in all probability issued shortly after leaving college. It is probably the rarest of the Thackeray publications only three extant copies being known. James F. Drake paid $621 for the Fourth Folio of Shakespeare. The rarer colored plate books brought good prices; sets sold fairly well; and the drawings of Blake, Leech and Rowlandson brought out the liveliest competition of the sale, with the exception of the Thackeray items. Really rare items were in good demand but in the more ordinary books there were the usual opportunities for the book buyer and dealer. The entire collection brought $25,811.

One of the brightest ideas in catalog making seen for a long time comes from James F. Drake, Inc., 4 West 40th Street. It is a little catalog 4 by 7 inches, handsomely printed, containing 52 pages, devoted entirely to first editions of modern authors from $1 to $100 in value. In a paragraph on the first page the statement is made that each book listed is a first edition, in good condition, in the original cloth binding. Each book is given a full line for name and price and is printed in eight point Cheltenham type, which makes a strong handsome page. This little catalog contains upwards of 1,500 items in space ordinarily that would not admit of more than 400 or 500 lots. A return envelope is enclosed and for the convenience of the buyer it is suggested that items may be checked and the catalog sent as an order to be returned when the books are forwarded. The catalog is as convenient for the buyer as it is economical for the dealer; it is apparent at a glance that here is a real efficiency in catalog making.

Autographs, manuscripts, and broadsides, making Part V. from the stock of the late George D. Smith, will be sold at the Anderson Galleries, March 14 and 15, by order of his estate. This part contains 443 lots very many of which are of the most superlative interest. Space will not permit the mention they deserve. The letters, documents and manuscripts are of both literary and historical interest of a very wide range. For instance there is the rare and important broadside issued by the British in 1778 after our alliance with France threatening the Colonies with arson, murder and desolation; the title deed of

William Bradford's printing office; an important Civil War letter written by General Grant containing plans for the capture of Vicksburg; a manuscript proclamation of thanksgiving by Samuel Huntington, president of the Continental Congress, referring to Arnold's treason; one of the confidential despatches of Napoleon containing plans for the campaign ending with the Battle of Leipzig sent to one of his principal generals; three despatches on Napoleon's illness and death; and one of the finest letters of Edgar Allan Poe speaking of "The Murders of the Rue Morgue" and outlining "The Mystery of Marie Roget." This will be one of the most important sales of autographs and manuscripts of the season.

The exhibition of signed drawings, manuscripts and photographs contributed by famous men and women connected with the Great War, to be sold at the American Art Galleries, February 28, for the benefit of the fatherless children of France, was opened by Ambassador Jusserand. It was generally recognized that the exhibition was one of the most interesting of the various benefits for war victims and the attendance on the opening day and thruout the exhibition was large. Thomas E. Kirby, president of the association, presided at the sale. A representative of Mrs. David Johnson, of Boston, who conceived the idea of the "War Book" and was largely instrumental in bringing the collection together made an offer of $10,000 for the entire collection. Mr. Kirby consulted members of the society under whose auspices the sale was being held and they decided to sell the collection unbroken for $10,000 if a higher bid could not be secured. Mr. Kirby being unable to get an advance, sold the collection to Mrs. Johnson. It is probable that it will now go to either the Congressional Library or the Boston Public Library. There is apparently a demand for the publication of the material in a book to be sold for the further aid of the fatherless French children.

The Charles Romm collection of first editions, inscribed copies and manuscripts of modern English and American writers was sold at the American Art Galleries, March 4. The entire collection brought $8,889. The works of many of the authors were sold *en bloc;* Thomas Bailey Aldrich's works in 34 vols., brought $65; Arnold Bennett, 34 vols., $62.50; George W. Cable, 15 vols., with interesting inscriptions, $42.50; Mark Twain, 63 vols., $110; Ralph Waldo Emerson, 29 vols., $40; Maurice Hewlett, 40 vols., $145; William Dean Howells, 76 vols., $130; Henry James, 47 vols., $125; Richard LeGallienne, 62 vols., all but five autographed or inscribed by the author, $150; Jack London, 53 vols., $150; Brander Matthews, 48 vols., all inscribed, $25; Thomas Paine, 21 vols., $16; Edgar Allan Poe, 29 vols. and 45 miscellaneous pieces, $12.50; James Whitcomb Riley, 28 vols., $25; Edmund Clarence Stedman, 33 vols., $65; Henry Van Dyke, 23 vols., mostly inscribed, $42.50; Whittier, 24 vols., $7.50. The Whitman's were broken up and sold in 78 lots bringing $669.50. The rare first issue of the first edition of "The Leaves of Grass," 1855, with inscriptions for the Whitman centennial celebration by John Burroughs, Horace L. Traubel and Thomas B. Harned, brought $140. It needs only a glance at these totals to see that some of the prices were frightfully low. There were several reasons for this: the entire collection did not give the impression of having been brought together with a fine sense of discrimination; this impression was intensified by the inclusion of many books in unsatisfactory condition and the constant mention of this fact in the catalog (which the cataloger was obliged to do) killed the interest of many discriminating collectors; again, the bundling here had the same damaging psychological effect that it did on the first editions of American authors in the Wallace sale last year; and, by no means least of all, the speed made necessary to sell 375 lots in the afternoon and 382 lots in the evening—many of which were valuable and complicated—cost a great deal. We shall probably hear more now about the decline in value of American first editions but if private press books, early English literature, incunabula and rare Americana were to be bunched with the same degree of intelligence and sold at the same high speed the result would be similar. Evidently under present conditions, it is necessary to bundle mediocre books. But it requires great skill, an apparent reason and favorable conditions to sell rare books in bundles advantageously.

F. M. H.

Auction Calendar

Monday and Tuesday afternoons, March 14 and 15, at 2:30 o'clock. Autographs, Manuscripts and Broadsides from the stock of the late George D. Smith (part 5), sold by the order of his estate. The Anderson Galleries.

Thursday and Friday afternoons, March 17 and 18, at 2:30. The library of a New York collector, sold to close his estate. The Anderson Galleries.

Saturday, March 19, at 1 o'clock. Rare Americana, pamphlets and books. At the Heartman Auction Co.

March 22 and 23. Autographs and manuscripts and historical documents. Van Stockum's Antiquariaat, Prinsegracht 15, The Hague.

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Quarter Page 15.00
Eighth page 7.50

The above rates are unspecified positions. Special rates for preferred positions.

Higher rates for the Summer Reading, Educational Number and Christmas Bookshelf, and *for the monthly* Book Review *supplement sections.*

Advertising copy must reach us Monday noon—earlier if proof is desired out-of-town. Forms close Wednesday night.

Under the headings of "BOOKS WANTED" *and* "BOOKS FOR SALE" *subscribers are charged* 15c *a line (no charge for address); non-subscribers* 20c *a line, address extra. Bills for this service will be rendered monthly. Objectionable books are excluded as far as they are noted.*

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] *after their firm name. The appearance of advertisements in this column, or elsewhere in the* WEEKLY *does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.*

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY *is not responsible for errors. Parties with whom there is no account must pay in advance.*

Under "HELP WANTED" or for other small undisplayed advertisements, the charge is 20 cents a nonpareil line. No reduction for repeated matter. Count seven words to the line.

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Nelson (Thomas) & Sons 880
Oxford University Press 883-887
Penn Publishing Co. 753
Pilgrim Press 874
Presbyterian Board of Pub. 870
Putnam's (G. P.) Sons 738-739
Reilly & Lee Company 743
Remainders 871
Revell Fleming H. Co. 881
Ronald Press 745
Saunders (W. B.) Co. 752
Scribner's (Charles) Sons 703-705-755
Seltzer (Thomas) 751
Situations Wanted 871
Small, Maynard & Co 764
Stewart & Kidd Company Company 761
Stokes (F. A.) Co 702
Terquem (Librairie J.) 856
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Weldin (J. R.) Co. 886
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To Booksellers:

This issue of the PUBLISHERS' WEEKLY, *containing the complete index to New Spring publications, is not only a most valuable one for every salesperson to have during the season, but it is equally attractive for your best customers—the people who are keenly interested in buying many new books. The publishers' advertisements are fully descriptive and bring great weight to this issue as a business getter.*

The Publishers' Weekly

The Weekly Book Exchange

Books Wanted and for Sale

BOOKS WANTED

"Allan," care Publishers' Weekly

Romance, for October, 1920.

American Baptist Pub. Society, 1107 McGee St., Kansas City, Mo.

Alfred's Commentary, 4 vols.

American Book Co., Calvin H. Mills, 330 E. 22nd St., Chicago

Frost's U. S. History, School Book.

Andrew's Book Shop, 8 Irvington St., Boston, Mass.

Sweedorg, Hermetic Phylosopher.
Books on psychology, cheap.

The Baker & Taylor Co., 354 Fourth Ave., New York

Walker, Frank R., Building Estimators Reference Book, latest edition, F. R. Walker Co., Chicago, Illinois.

Wm. Ballantyne & Sons, 1409 F Street, N. W., Washington, D. C.

Newbolt, The Church Catechism.

Baptist Book Concern, Louisville, Ky.

F. W. Robertson's Influence of Poetry.

G. W. Barker, 219 S. Dearborn St., Chicago

1000 Theological Books, especially Commentaries. Send list.

Barr Book Shop, 24 West Orange St., Lancaster, Pa.

Private Journal of William Maclay.
Myers, F. W. H., Essays Classical.
Lewis, When Men Grew Tall.
Steinberg, Breakfast of the Birds.
Tanglois & Seignobo's Introduction to Study of History.
Winter, Shakesepeare England.
Ramsey, Interminture of Races in Asia Minor.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.

Blank Verse, J. A. Symonds.

C. P. Bensinger Code Book Co., 19 Whitehall St., N. Y.

A B C 5th A1 Telegraph Code.
Pocket Edition Western Union, Universal.
Any American-Foreign Language Code.

W. Beyer, 207 Fulton St., New York

Transactions of Am. Institute of Min. Eng'rs, vol. 56. 1916.

Bigelow, Brown and Co., Inc., 286 Fifth Ave., New York

Ingersoll's Works, 12 volumes, Dresden edition.

Book Exchange and Art Shop, 1109 Capitol Ave., Houston, Texas

Hydropathy or Water Cure, 7 vols., Fowler & Wells.
Other books on same subject.
Books on Texas.
Freemasonry, History of, and all others on.

Bookshop for Boys and Girls, 264 Boylston St., Boston 17, Mass

Golliwog at Seaside, not more than $2.

Brentano's, Fifth Ave. and 27th St., New York

Modern Hospital, Hornsby, Saunders, 1913.
Coleridge & Wordsworth's Lyrical Ballads, 2 vols., 1798-1800.
Nicholson, Lords of High Decision.
Wyllard, Dolf, Mafota.
Works of Marabeau in English.
Sir Richard Burton, anything.
Legal Forms, Pitman & Howard.
History of Architecture, vol. 3, Lubki.
Una Flow Engines, Stumpf.
Guncraft, Bruette.
Our Soutern Highlanders, Kephart.

Brentano's—Continued

Great God Pan, Machen.
She Who Will Not When She May, Walton.
Moran of the Lady Letty, Norris.
Life of Oscar Wilde, ed. since 1914, Sherard.
Culture by Conversation, Waters.
Golf Book, Travers.
American Ideals, Roosevelt.
Hunting Trips of a Ranchman, Roosevelt.
Hunting Trips on the Prairie, Roosevelt.
Addresses and Presidential Messages, 1902-04, Roosevelt.
Stories of the West, Roosevelt.
Book of English Love Poems, Chosen from Wyatt to Arnold.
True Romances of Scotland, Graham & Patersen.
For Deussen Elements of Metaphysics.
Molly Maguires, Pinkerton.
Influence of Mind Over Body, Tuke.
Golden Hope, Russell.
Frozen Pirate, Russell.
Her Royal Highness—Woman, O'Rell.
Day of Souls, Jackson.
Tuskestan, Curtis.
Pistols for Two. Mencken & Nathan.
Three Weeks, Glyn.
Circle of Dante.
Dante, Church.
Dante and Aquinas, Wicksteed.
Brethren, Haggard.
Return of She, Haggard.
Indian Runner Ducks, Valentine.
The Hope of the Gospel, MacDonald.
Diary of an Old Soul.
Old Narragansett Days, Earle.
Wages of Sin, Malet.
The Social Problem, Hobson.
Sir Wm. Johnson, Makers of America Series.
Natures Finer Forces, Prasad.
Aristotle, Taylors.
Pottery of the Near East, Pier.
Home Life of Osprey, Abbot.
Great Galeoto, Echegaray.
Rosalind, Lodge.
Malayan Monochromes, Clifford.
Studies in Brown Humanity, Clifford.
Downfall of the Gods. Clifford.
Art of the Painter Etcher, Seymour.
Etchings and Engravings. Short.
Happy Hypocrite, Beerbohm.
The Yoke, Wales.
Soul of Lilith, Corelli.
Southern Spain, Block.
Thru Night to Night, Spielhogge.
The Wagnerite, Donnelly.
An Interruped Friendship, Voynich.
Bernie Babcock.
Literary and Social Essays.
Little Journeys to Homes of American Authors.
Hawthorne Centenary Celebration at Wayside, 1904.
Hawthorne and His Circle.
Memories of Hawthorne, Lathrop.
A Study of Hawthorne Lathrop.
Life and Genius of Hawthorne.
Lane of Thrushes, O'Byrne.
Other Side the Lantern, Treves.
Word Coinage, Mead.
Brokerage Acc'ts, Todman.
An Introductory Acct. of Certain Mod. Ideas.
Foundations of Mathematics. Carus.
Negro Explorers at North Pole. Henson.
Any books describing and illus. Old Richmond Palace in Surry.
Secret Door, Everett.
Gnostic Story of Jesus Christ, Sadler.
Newspaper Press Directory of United Kingdom. Europe and Far East. 1920 edition.
From a Common Room Windows, Owen.
Psychology of Dementia Pracco, Jung.
The Black Prophet, Phelps.
Century of French Fiction. Wells.
Patriotism Under Three Flags, Angell.
Phineas Finn, Trollope.

BOOKS WANTED—Continued

Brentano's—Continued

Phineas Redux, Trollope.
The Prime Minister, Trollope.
Oppressed English, Hay.
Psychoanalysis, Brill.
Anthropology, Marett.
Paper No. III, Currency Statistics.
Paper No. IV, Public Finance.
Paper No. V, International Trade.
Paper No. VII, Statistics of Retail Prices.
Square of Severns, Stevenson.
Miracles and Spiritualism, Wallace.
Sir Richard Calmady.
Historia Amoris, Saltus.
Pomps of Satan, Saltus.
Perfumes of Eros, Saltus.
Love and Love, Saltus.
Madame Sapphira, Saltus.
Enthralled, Saltus.
Etching, Dry Point Mezzotint, The Whole Art of Painter, Paton.
One Hundred Great Poems, 2 copies, Cross.
Red Stain, Abdullah.
Rose White Youth, Wyllarde.
The Blue Lagoon, Stacpoole.
The Heart of Life, Wallock.
A Human Document, Wallock.
The Corrector of Destinies.
Set of Rollo Books, Abbott.
Fools Errand, Tourgie.
Story of Mary Washington, Harland.
Mother of Washington and Her Times, Pryor.
Dictionary to the Koran, Penriss.
Shakespeare's Insomnia, Head.
Midstream, Comfort.
Our Southern Highlanders, Kephart.
In Africa's Forest Jungle, Stone.
Surgeons Log, Abrams.
Elements of Astrology, Broughton.
Sixteen Principle Stars, Dalton.
Theory of Algebraic Equations, Galois.
How to Ski and How Not To, Canfield.
Prince of the Pin Elves, Sleight.
American Law, Terry.
Fallacies, Sidgwick.
Night Has a Thousand Eyes.
Curious Punishment of Bygone Days, Earle.
Letters of Spiritual Counsel, Keeble.
Canvas Canoes, How to Make Them, Field.
Manual of Canvas Canoe, Webb.
Untitled Fields, Moore.
Grania, Lawless.
Poems in Prose, Pushkin.
In Gypsy Tents, Groom.
Heart of a Gypsy, Napier.
The Hopper, Nicholson.
Woodcraft, Nusmarck.
Goethe and His Women Friends, Cramford.
Milly and Olly, Ward.
Posy Ring, Wiggins.
History of Crusades for Recovery and Possession Holyland, Mills.
History of Chivalry, Mills.
Not Wisely but Too Well, Hichens.
History of U. S., Bassett.
Life of Hamilton, Oliven.
Description of Pitcairn Island and Its Inhabitants, Barrow.
Appearances, Dickinson.
Imperialism, Hobson.
The Unknown Eros, Patmore.
Dona Perfecta, Eng. Trans., Galdos.
Communicating Without Wires, Lodge.
Escoffiers Cook Book.
Ship of the Past, Forbes.
Farne Islands, Russell.
Deutch's English trans. of Talmud.
Golden Age of Engraving, Keppel.
Madame Recomier and Her Friends, Williams.
Clerque, the Salon.
Thoroughbred and Other Ponies.
Horses Past and Present.
Great Horse or War Horse, Gilbey.

Brick Row Book Shop, Inc., 19 E. 47th St., New York Haven, Conn.

Motley Dutch Republic, first edition.
Set of R. L. Stevenson.
Twain, Tom Sawyer, first edition.

Brick Row Book Shop—Continued

Tennyson's Works, Macmillan, similar to Pater, edn. de Luxe.
How to Get and How to Keep a Job, Fowler, Oakwood Pub. Co.
How to Get a Situation, Hobbs.
Smith's or Harper's Dictionary of Classical Myths.
House of Souls, Machen, including the Great God Pan.
Jorrocks, Jaunts and Jollities, Surtees, any edn.
Percy Reliques, good moderate, not Everyman's.
American Biographical Dictionary, 1857.
Letters of Genl. C. G. Gordon to his Sister, Macm.
Lyra Apostolica.
Kingdon Clifford's Essays, 2 vols.
First editions of Max Beerbohm.
Spoon River, Masters, first.
Maugham, Liza of Lanbeth.

Bridgman's Book Shop, 108 Main St., Northampton, Mass.

Selected Articles on Restriction of Immigration, Phelps.
Stoic Philosophy, by Murray.
Martin's Modern Chemistry and Its Wonders.
Further Adventures of Quincy Adams Sawyer.

Burr-Vack Company, 511 So. Wabash Ave., Chicago

Graham's Splendid Failures, Longmans.
Life of Toussaint L'Ouverture.

Campion & Company, 1313 Walnut St., Philadelphia

The Arab Horse, Tweedie.
Studies in New Testament, Godet.
Democracy, by Henry Adams.
Esther, by Henry Adams.
Horses and Stables, Fitzwygram.
The Kitchener Memorial Book.
Memoirs of the Duke of Sully.
Life and Lettrs of Madame D'Arblay.

William J. Campbell, 1731 Chestnut St., Philadelphia

Baldwin, Flush Times in Alabama.
History of Franklin County, Pa.
Hall's Sketches of Life and Manners in the West.
Joline, Rambles in Autograph Land.
Muther, History of Painting.
History of Ocean County, N. J.
Ripley Family.
Rotterberg, New Era Card Tricks, orig. ed.
Starr Family.
Marion Simms, Autobiography.
Sumner, Alexander Hamilton.
Westbrook, History of the 49th Pa. Volunteers.
Washington County, Pa., by Crumrine.

C. N. Caspar Co., 454 East Water St., Milwaukee, Wis.

Bullinger, Numbers in Scriptures.
Brown, Elements of Figure Skating.
Gibbon's Rome, vol. 1, 3 copies, state ed.
Dickens Works vols 2 7, 9, Collier, 16mo, cl.
Sommers, Inorganic Chemistry.
Bowditch, Am. Navigator, Handy ed.

Central Book Co., 93 Nassau St., New York

Science & Health, 1st to 50th ed.
C. S. Journals, complete and odd nos.
C. S. Manuals, old pamphlets, etc.

City Library, Springfield, Mass.

Book of Knowledge, vols. 1, 2, 3, 4, 7.
Creighton, History of Epidemics in Britain, vol. 1, A. D. 664 to extinction of plague, 1891.
Gettemy, True Story of Paul Revere, Little.
Gilder, Autobiography of a Tom Boy, 2 copies.
Knowles, Alone in the Wilderness.
Parker, Translation of a Savage, 3 copies.
Wilson, Nature Study in Elementary Schools, Second reader, 3 copies.

The John Clark Co., 1486 West 25th St., Cleveland, O.

Congressional Record, 1896 to 1920.
Hodge, Handbook of the Indians.
Hamerton, P. G., Landscape.
Ives, The Colorado River of the West.
Pacific Railroad Reports, vols. 3 and 5.
Richardson, Electron Theory of Matter.
Sitgreaves, Report on the Zuni and Colorado Rivers.
Stiles, Bundling; its Origin, etc.

BOOKS WANTED—Continued

Clark University Library, Worcester, Mass.

Bax, German Society, close middle ages.
Beard, Luther and Reformation.
Beer, Commercial Policy England, Col. Univ. Studies.
Brown, Genesis, U. S., 2 vols., Houghton.
Buck & Morris, Expository Writing, Holt.
Christian, Caroline Islands, Scribner, 1899.
Goadby, Mycology of Mouth, Longmans.
Griffis, America in the East, Barnes.
Humboldt, Travels to Equinoctial America, 1799-1804, 7 vols.
Hunt, Leigh, Autobiography, 2 vols., Harper.

Cole Book & Art Co., 123 Whitehall St., Atlanta, Ga.

From Sunup to Sundown, Corra Harris.

Colesworthy's Book Store, 66 Cornhill, Boston

Chevreuil on Color.
Secrets Personal Culture and Business Power.
With Rod and Gun in N. E. and Maritime Province, Samuels.
The Lost World, Conan Doyle.
Denison's Numismatic Manual.
Sundials and Roses or any Alice Morse Earle.
British Eloquence, Goodrich.
Among the Wild Fowl, Job.
Any Genealogies or Town Histories.

The College Book Store, Lagonda Bank Bldg., Springfield, Ohio

Scenes and Characters of the Middle Ages, E. T. Cutts.
Beyond the Grave, Bishop Foster.
Young's Concordance.
Lange's Commentaries.
Matthew Henry's Commentary.
Kurtz's Church History, 3 vols.
Interlinear Greek N. Test.
Strong's Concordance.
Davis' Bible Dictionary.
Maclaren's Commentary on Bible.

Colonial Society, Box 343, Richmond, Va. [Cash]

Bartlett, Concordance to Shakespeare.
Bartlett, Dictionary of Familiar Quotations.
Belle Boyd, Life, 2 vols.
Edwards, Dictionary of Words, Facts and Phrases.
Glasgow, Successful Failure.
Hardy, Dynasts.
Johnston, Negroes in New World.
Johnston, Napoleon.
Jones, Rebel War Clerk's Diary, 2 vols.
Mahan, Life of Napoleon.
Rose, Life of Napoleon.
Rose, Personality of Napoleon.
Virginia. Any good items.
Wells, Outlined Hist. of World.
Wheeler, French Revolution.

Columbia University Library, New York City

Hinds, W. A., American Communities.
Thornton, American Glossary, 2 vols., Lippincott, 1912.
Lee, G. C., Source Book of English History, Holt. 1900.
Tarkington, B., The Flirt, Doubleday, Page, 1918.
Alden, R. M., ed., Poems of the English Race, Scribner, 1920.
Hopkins, Albert Ellis, The Scientific American Cyclopedia of Receipts, Notes and Queries, latest ed., Munn & Co.
France, Penguin Island, Lane, 3 copies.

Columbia University Press Bookstore, 2960 Broadway, New York

Willis, Federal Reserve.
Hollingsheds, Chronicle.

Cossitt Library, Memphis, Tenn.

Proceedings of the National Conference of Social Work, 1918.
Beveridge, Life of John Marshall.
Warner Library.
Cabell, Jurgen.
Young, Science and Art of Writing Life Insurance.

S. Cottlow, 1688 Third Ave., New York

A Treatise on the Law of Pawnbroking, Levine.

S. Cottlow—Continued

Any thing on Silhouettes.
History of Philadelphia Volunteer Fire Dept.

Jeremiah F. Cullen, 15 South Ninth St., Philadelphia

The Romance of a Transport, C. Russell, 2 copies.
The Grand Chaco, by G. M. Fenn, 2 copies.
The Spectre's Secret, by S. Cobb, 2 copies.
The Emigrant Ship, C. Russell.
The Gladiators, Melville.
McKenzie, 10,000 Receipts.
History of the West Branch Valley.
Jones, History of Juniata Valley.
History of Indiana County Penna.
Depew, Library of Oratory, 15 vols.
Journeys Through Bookland, by Sylvester, 11 vols.
The World Book, 10 vols.
Words and Phrases Judicially Defined.
Lewis and Clarke Expedition, Ed. by Coues.
Great Events of the Great War, 7 vols., Nat. Allumni.
Osphiae Bible, 2 copies.

M. Curlander, 14 W. Saratoga St., Baltimore, Md.

Federal Cases, 31 vols.
Dist. of Col. Sup. Ct. Repts., odd vols.
Reed's L. George and L. Champlain.
Atwood's Back to the Republic.

Dallas Public Library, Dallas, Texas [Cash]

Burk, History of Virginia, in 4 vols.
American Society of Civil Engineers, Proceedings, complete or in part.

Dartmouth College Library, Hanover, N. H.

Harris, Great Days.
Harris, The Yellow Ticket.
Blease, Short History of Englih Liberalism.
Bury, Love of Books.
Lee, Queen Victoria.

N. S. Davis, 47 Hawthorne Place, Summit, N .J.

The Characters of Jean De La Bruyere, in English, by Henri T. Lann, illustrated edition of 1885.

Davis' Bookstore, 36 Vesey St., New York

Burton's Arabian Nights, 17 vols.
The Pilgrim Fathers, Bartlett.
How to Build Mental Power, Kleiser.

Davis and Banister, Slater Bldg., Worcester, Mass.

The Birds of New York, Eaton.

A. W. Dellquest Bk. Co., Monte Sano, Augusta, Ga.

Calhoun, C. M., Liberty Dethroned.
Cook, John Esten, Novels in cloth, cheap.
Du Bois, Love or Friendship.
Richardson, Samuel, Clarissa Marlow.
Karmasutra.
Book of the Dead, second-hand.
Janey, Roger B., Memoirs of.
Blackshear, Gen. David, Memoirs of.
Reed, Christian, Novels of.
Watson, Thomas E., Bethany.
Paxton's Genealogy of the Marshall Family.

Dennen's Book Shop, 37 East Grand River Ave., Detroit, Mich.

Phillipps, Art and Environment.

Detroit Public Library, Detroit, Mich.

Gesenius, Hebrew and English lexicon of Old Testament, last ed.
Roden, Later American Plays, 1831-1900.
Muther, R., History of Painting from the 4th to the early 19th century.
Rosenberg, S., Federal First Grade Clerical Examination Instruction.
Werner's Readings and Recitations, nos. 7, 10, 15, 21, 52 and 54.
Guest, Edgar A., Breakfast Table Chat.
Guest, Edgar A., Home Rhymes.
Just Glad Things, Edgar Guest.
Hasluck, P. N., Violins and other stringed instruments.

Fred M. DeWitt, 1609 Telegraph Ave., Oakland, Cal.

Banking and Commerce, pub. Bankers' Pub. Co.
Harben, Jane Dawson.
Butler, Way of All Flesh.
Moneypenny and Buckles, Disraeli, 6 vols.
Morley, Gladstone.

BOOKS WANTED—Continued

F. M. DeWitt—Continued

Encyclopedia Britannica, Handy vol., vol. 25, 11th ed.
Suderman, Song of Songs.
Swinburne, Poetical works, etc., pub. J. D. Williams, New York.
Williams, Geological Biology.
Guerard, Five Masters of French Romancge.
Youmans, Pioneers of Science in America.
Monahan, Palms of Papyrus, 2nd ed.
Besier, Don.
Besier, Lady Patricia.
Broadhurst, Innocent.
Broadhurst, Law of the Land.
Gregory, Lady, The Image.
Howard, The Henrietta
Jones, A Bed of Roses.

Dixie Business Book Shop, 41 Liberty St., New York

Accounts of Executors and Testamentary Trustees, Hardcastle.
Accountant's Guide for Executors, Gottsberger.
Contents and Mode of Stating Executor's Acts, Loomis, Dec. 10, 1907.
Love and Luck, R. B. Roosevelt, Harper, 1886.
The World's Peoples, Keane.
Their Pilgrimage, in original binding, Chas. Dudley Warner, octavo.

Robert W. Doidge, 16 Elm St., Somerville, Mass.

Any books on Magic, Juggling, Puzzles, etc.

Doubleday, Page Book Shop, 920 Grand, Kansas City, Mo.

Mencken, Prejudices, First Series, Knopf.
Mencken, In Defense of Women, Knopf.
Mencken, Philosophy of Nietzsche, Knopf.
Mencken, The American Language, Knopf.
Mencken, Ventures into Verse, Knopf.
Mencken, Geo. Bernard Shaw, His Plays, Knopf.
Mencken, The Artist, Knopf.
Mencken, Book of Calumny, Knopf.
Mencken, Little Book in C Major, Knopf.
Mencken & Le Monte, Men Versus the Man, Knopf.
Mencken, Nathan & Wright, Europe After 8:15, Knopf.
Mencken & Nathan, American Credo, Knopf.
Mencken & Nathan, Heliogabalas, Knopf.
Huneker, Melomanias, 1902.
Huneker, Overtones, 1904.
Huneker, Visionaries, 1905.
Huneker, Egoists, 1909.
Huneker, Promenades of an Impressionist, 1910.
Huneker, Franz Lizt, illus.
Huneker, Pathos of Distance, 1912.
Huneker, Ivory Apes and Peacocks, 1915.
Huneker, Unicorns, 1917.
Huneker, Iconoclasts, 1905.

James F. Drake, 4 West 40th St., New York

Bacheller, Eben Holden, 1st ed.
Howells, Rise of Silas Lapham, 1st ed.
Ward, Artemus, any 1st ed.
Wharton, Fromme, 1st ed.
Morley, Christopher, any 1st ed.
Robinson, E. A., Capt. Craig, 1st ed.
Robinson, E. A., Poems, 1st ed.
Robinson, E. A., The Torrent, 1st ed.
Saltus, Oscar Wilde, 1st ed.
Clifford, Mayalan Monochromes, 1st ed.
Dwight, Stamboul Nights, 1st ed.
Dickie, J. F., In the Kaiser's Capital, 1910.

H. & W. B. Drew Co., Jacksonville, Fla.

The Damnation of Theorem Ware, Harold Frederick.
The Market Place, Harold Frederick.
Tom Sawyer, illus. by E. W. Kemble, pub. Charles L. Webster, 1893.
Writings of Christopher Columbus, ed. by Paul Lester Forbes.

Dunster House Bookshop, 26 Holyoke Ave., Cambridge, Mass.

Adams, Henry, Democracy.
Anderson & Spiers, Architecture of Greece and Rome.
Aristophanes, Bohn ed. translation.
Augustan History.
Bellamy, Duke of Stockbridge.
Bergson, Laughter.
Cabell, Jurgen, 5 copies.

Dunster House Bookshop—Continued

Castiglione, The Courtier.
Langlois & Seignobos, Outline of History.
MacDougall, Body and Mind.
Masefield, Pompey the Great, 1st ed. only.
Masefield, Salt Water Ballads, 1st ed. only.
Masters, E. L., Spoon River Anthology, 1st ed. only.
McFee, Letters from an Ocean Tramp.
Robinson, Chronology of English Literature.
Scott, Dixon, Men of Letters, 2 copies.
Simcox, History of Rome, 2 vols.
Smith, Troubadours at Home, 3 copies.
Taylor, A. E., Elements of Metaphysics.
Ward, English Poets, vol. 3.

E. P. Dutton & Co., 681 Fifth Ave., New York

Byrne, Stories Without Women.
Benson, The House of Quiet.
Brewer, Miss, alias Louisa Baker, alias Mrs. Lucy West, Adventures.
Bryant, W. C., The Spy.
Brown, Campbell, History of Chemistry, 1st ed.
Cazotte, J., Biondetta, or, The Devil in Love.
Comte, Positive Philosophy, trans. by Martineau.
Crosby, P. H., Pazos's Letters on S. America, 2 vols.
Dobson, Austin, Eighteenth Century Vignettes, 1st, 2nd and 3rd series; Miscellanies, 1st and 2nd series.
Fraser, Crow-Step.
Greenaway, Kate, Calendar for 1883.
Hannay, D., Sea Trader, pub. Little, Brown, 1913.
Hickens, The Londoners.
Hill, Athletics and Outdoor Sports for Women.
Islands of the World, 8 vols.
Kipling, Reader for Elementary Grades, 1893.
Livingston, L. S., Works of Rudyard Kipling, description of a set of 1st eds. of his books, N. Y., 1901.
Marshall's Life of Washington, London, 1804.
Milman, H. H., Nala and Damagranti, and Other Poems, London, 1834.
Morley, M., The Carolina Mountains, pub. Houghton Mifflin, 1st ed., 1913.
Nirdlinger, The World and His Wife.
Richardson, Samuel, Clarissa Harlowe.
Rose, J. H., Development of the European Nations.
Stopford Brooks, On Ten Plays; On Ten More Plays.
Thomson, James, Works, 3 vols., illustrations with Life of the Author by Murdoch, pub. about 1803.
Tracts for the Times, set, Newman, Kemble and others.
Troutbeck, The Children's Story of Westminster Abbey.
Weedon, Howard, Bandanna Ballads; Songs of the Old South Voices of the Night.
With the Fairies, De Wolfe Fiske Co., Boston, 1891.
Yonge, Charlotte, Young Folks' History of France.
Kavanagh, Two in Sicily.

Edward Eberstadt, 25 West 42nd St., New York

California, Oregon, Wyoming, Utah, Montana and the Far West; Books pamphlets, maps and manuscripts urgently wanted. Any and all items; price no object; spot cash with order. Attention to this notice will prove a source of continuous profit.

Paul Elder & Co., 239 Grant Ave., San Francisco

Beyond Chance or Change, Shafer.
History of the United States, Henry Adams.
Psychology Made Practical, H. C. Shepard.
Greek Temples, Pennell's Lithographs, Intro. by Rouse.
Jurgen, Cabell.
East of the Sun and West of the Moon, Kay Nielsen.
Career of Katherine Bush, E. Glynn.
Aristocrats of the Garden, Wilson.
Our Martyred Presidents.
Lost Art of Reading, Lee.
Mental Functions of the Brain, Holliday.
Vol. 1 only, Lives of Chief Justices of England, revised ed., brown cloth, by Campbell, pub. by G. W. Smith & Co., New York, 1874.
Life of Mary Baker Eddy, Geo. Milmine.
Great Musicians, Oldmeadow.
Sacred Symbols in Art, Goldsmith.
Franklin, Bigelow.
Mark Twain's Auto. and First Romance.
Bancroft's Works, sheepskin, vol. 26 only.
Century Enciclopedia.
Alexander McLaren's Commentary on the Bible.
Man Who Wanted to Be It, Mackenzie.

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Electrical School, 39 W. 17th St., New York [Cash]

American Turf Register, odd vols.
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Any items on Horses, Turf, Breeding.

George Engelke, 855 N. Clark St., Chicago

The Passion Flower, a Play.
Chittwood L. M., Poems.
Flamerion, The Unknown.
Donnell, E. O., Scottish Ghost Stories.
Donnell, E. O., Haunted Highways and Byways.
History of Pringgold and Decatur County, Ia., 1885.
History of Iowa, pub. C. T. Clark, Chicago, 1915-16.
Ingraham, J. H., Haunted Homes and Familiar Legends of Great Britain.
H. Carrington, True Ghost Stories.

Geo. Fabyan, Riverbank Laboratories, Geneva, Ill., or Walter M. Hill, 22 E. Washington St., Chicago

Works on Ciphers, Obscure Writing, Symbols, Synthetic Elements, Cryptic Forms of Language, Cryptography, Ancient Symbolic Steganography, Signs, and other unusual characters in writing; also the art of deciphering.

F. W. Faxon Co., 83 Francis St., Boston, 17, Mass.

Science, Aug. 28, 1891, 50c.

Henry G. Fiedler, 401 W. 47th St., New York

American Naturalist, 5-8; 11, no. 1; 13, no. 2; 23-33.
Journal of Mycology, vol. 1 and 4, any number.
Science, N. S., vol. 1-10.
Auk., vols. 1-3; 6, 7, 10, 12-26.
Canad. Mining Institute, Journal, vol. 1.
Jl. of Industry and Eng. Chemistry, 1 complete, 2, no. 1, 3.
School of Mines Quarterly, 1, no. 1 and 4.
Packard, Insects Injurious to Forest Trees, U. S. Ent. Comm., vol. 5.
Coulter, Botany of Western Texas, U. S. Nat. Herb.
Fries, Epicrisis Mycolog.
Griffith, Medical Botany, 1847.
De Bary, Fungi.
Harvey, Nereis Boreali Americana.
Hassal, British Fresh Water Algae.
Wolle, Desmids, Diatoms, Algae.
Sachs, Physiology of Plants.
Textbook of Botany.

Marshall Field & Co., Chicago

Pekin to Paris, Barzini.
Tales of Early England, Wilmot Buxton.
The Rhinegold and the Valkyrie, illustrated by Rackham.

H. W. Fisher & Co., 207 S. 13th St., Philadelphia

Cattell's Precious Stones, Lippincott.
Synge, Plays, vol. 2, Luce.
Economic Value of the Land, Neilson.
Fireside Sphinx, Repplier, Houghton.
Herself, Sedgwick, Small, M.
Livingston and Exploration of Central Africa, Johnston.
Nat. Hist. Mamiferous Animals, Martin.
History, Aye, Aye, L. Barron.
Through Central Africa, DuChaillu.
Darkness and Dawn, England.
Through the Ages by Waterloo.
Adventures of Clarence, pub. Carleton.
Guncraft, Bruette, Stewart & Kidd.
The Spoilers, Rex Beach, Harper.
Russian Gentlemen, Akdakoff, Longmans.
Roosevelt, Theodore, 1st eds.
Pennell's Etching, Macmillan.
Pennell's Lithography, Macmillan.
Night Court and Poems by Mitchell, Century.
Mackail's Greek Poetry, Longmans.

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Cape Cod, History of, Freeman.
Chambers, The Ouzniche.
Choate, Joseph H., Lincoln and Other Addresses in Great Britain.
Colburn, Zerah, The Locomotive.
Cole, Encyclopaedia of Dry Goods.
Colles, Christopher, Geographical Ledger, N. Y., 1794.
Dean, Royal Northwest Mounted Police.
De Vinne, History of Printing.
DeVries, Voyages, Holland to America, 1632-'44, N. Y., 1853.
Dickerson, M. W., Amer. Numismatic Manual, 1865.
Dwight, Travels, 4 vols.
East Hampton, N. Y., Gardiner, 1871.
Findlay, South Pacific Discovery.
Garnett & Gosse, Illus. History English Literature, Macm., cloth.
Gass, Patrick, Voyages and Travels under Lewis & Clarke, Pittsburgh, 1807.
Goshen, Ct., History of, Hibbard.
Grolier Club, Charles Witingham's Printers.
Hempstead, L. I., Antiquities of Parish Church, Onderdonk, 1880.
Henderson, Life of Stonewall Jackson.
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Horton, M. H., Helen's Choice, 1913.
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Scott, Capt., Last Expedition, 2 vols., colored illus., 1st ed.
Seringo, Tony, 15 Years on Hurricane Deck of a Spanish Cow Pony.
Simsbury, Conn., Births, etc., 1898.
Sleight, M. B, Flag on the Mill, 1887.
Snaith, J. C., Broke of Covenden.
Stephens, A. S., Myra.
Theolog. Discussion, Rev. Mr. Henson and Rev. Mr. Ingalls, Southold, L. I., 1842.
Walker, Williston, Ten New England Leaders.
Wallace, Mayal Archipelago.
Whitman, Rev. Bernard, Life of, Ca., 1837.
Genealogies—Babcock, by Welles, 1861; Babcock Family of Mass., 1881; Barlow gen., 1891; Bolling Memoirs; Burr Family; Gazzam gen.; Hayward gen.; Hubbard, 1000 Years of; Kendrick or Kenrick; Livingstons of Livingston Manor; Pierce. Contributions, biog., genealog., etc., Boston, 1870; Plant, House of, Macon, Ga.; Turner, Descend. of Humphrey, 1852; Tuttle gen.; Van Pelt, 1913.

Grant's Book Shop, Inc., 127 Genesee St., Utica, N.Y.

Barden, Two Boy Pioneers.
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Williams, Middle Kingdom, 1st ed., with map.
Williams, Middle Kingdom, ed. 1899, with map.
Maps showing various Provinces of China.

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Mater, Percy McKaye.
The Making of Colorado, Parsons, pub. Flanagan.

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Man-of-War Life, a Boy's EExperience in the United States Navy, Cincinnati, 1856.
Norohoff, Charles, Nine Years a Sailor, Cincinnati, 1866.
Reminiscences of Captain De Wolf, Boston, 1861.

Hochschild, Kohn, Howard & Lexington, Baltimore

Four on a Tour in England, Robert and Elizabeth Shackelton.
Peter Homunculus, G. Cannan.
The Man of Last Resort, Post.
On the Witness Stand, Munsterberg.
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American Book Prices Current, any vols. after 1900.

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Hill, Outlaws of Horseshoe Hold, Scribner.

A. J. Huston, 92 Exchange St., Portland, Me.

Etting, F. M., Historical Acct. Old State House.
Ilsley, Forest and Shore.
Joline, Diversions of a Book Collector.
Neill, A. S., Dominie's Log.
Perry, Wm. S., Hist. of the Church in Mass., 1636-1785.
Sullivan's District of Maine.
White, Faith, Letter Book, Boston, 1866.
Whitefield, Homes of Our Forefathers, Maine, New Hampshire and Vermont, Reading, 1886.
Williamson, Guest of Hercules.

Hyland's Old Book Store, 204-4th St., Portland, Ore.

Anatomy and Physiology of the Eye, Brown and Zoethout, 8 copies.

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Anton I. Jansky, 19 E. Adams St., Chicago

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Johnson's Bookstore, 391 Main St., Springfield, Mass.

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Collinson, Journal of H. M. S. Enterprise, London, 1809.
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Baine's Essentials of English Grammar.
Wanderers in Paris, Lucas.
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Story of the Outlaw, Hough.
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Brandiology, Cabell.
Our West Indian Neighbors, F. A. Ober.
Negro in Literature and Art, Brawley, Duffield.
Days With Sir Roger de Coverley, ill. Hugh Thomson, 1886 ed.
Ribot's Psychology of the Emotions.
Sacred and Legendary Art, Mrs. Jameson, 2 vols., illus.
The Whole Year Round, Dallas Lore Sharp.
Echoes from White House and Hospital, Boyden.
Wright's Dictionary of Obsolete English, Bohn Lib.
Concord in the Colonial Period, C. H. Walcott, pub. Estes & Lauriat, 1884.
Chief Contemporary Dramatists, Dickinson.
Almetta of Gabriel's Run, Murdoch, Meridian Press, 3 copies.
Why I Left My Husband, pub. Moffat, Yard.
Taine's Ancient Regime, early ed.

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Byington, E. H., The Puritan in England and New England.
Carpenter, F. B., Inner Life of Abraham Lincoln.
Custis, G. W. P., Life of Washington.
Crawford, F M., the Novel, What It Is.
Gallaher, J. E., Lincoln Stories Tersely Told, last ed., 2 copies.
Harper's Bazaar, vol. 16, 1883.
Hill, F. T., Lincoln's Legacy of Inspiration, 2 copies.
Hollister, H. E., Garage Accounting, last ed.
Jordan, D. S., California Earthquake of 1906.
Photoplay Pub. Co., How to Write Photoplays That Sell, last ed., 3 copies.
Roorbach, O. A., Sup. to Bibliotheca Americana, May, 1855, March, 1858, March, 1858, Jan., 1861.
Sparks, Jared, Library of American Biography, vol. 23.
Williams, H. L., Lincoln Story Book, 2 copies, last ed.

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Collector's Manual, Moore.

McDevitt-Wilson's, Inc., 30 Church St., New York

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John Burt, F. N. Adams, pub. Grosset.
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Purple Peaks Remote by Driver, Chicago.

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Darwinism, Darwin, Appleton.
Friendly Town, Lucas, leather, Holt.
International Encyclopedia, Dodd, Mead, last ed., cloth.
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History of Connecticut, Peters, Appleton.
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1000 Days in the Arctic, Jackson.

Noah F. Morrison, 314 W. Jersey St., Elizabeth, N. J.

Goss' History of Birds of Kansas.
Cory's Birds of Illinois and Wisconsin.
Hall's Geography of Minnesota, St. Paul, 1895.
Wright's Ice Age in America, Appleton, 1889.
The White City, Ward.

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New Era Book Store, 407½-5th St., Des Moines, Iowa

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Henry T. Bailey, City of Refuge, Atkinson, M. & G.
Greens, English People, illus. ed.
Mistress Brent.
Complete Poetical Works of George H. Baker.
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Simcoe, Journal, 1844.
Old Andover Days.

Oriental Esoteric Library, 1207 Q Street, N. W., Washington, D. C.

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Egan, Ghost of Hamlet, 1905, new copy preferred.
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Jackson, Fred, The Hidden Princess.
Roth, Too Many Crooks.
Pan American Union, "Mexico" 1911.
Mexican Year Book, 1913, 1914.
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Olds Family in America and England, by Edson P. Olds.

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Philadelphia Book Co., 17 S. Ninth St., Philadelphia

Sweet, Practical Study of Language.
Sweet. Practical History of English Sounds.

The Pilgrim Press, 14 Beacon St., Boston, Mass.

In Defense of Women, by Mencken.

Powner's Book Store, 37 N. Clark St., Chicago

Taylor, History of Chicago Board of Trade Law in 1917.
Thistle Edition of Stevenson, vol. 5, red buckram.
Terhune, The Fighter.

C. S. Pratt, 149 Sixth Ave., New York [Cash]

Mencken, American Language.
Children's Book Week Poster, 1920.

Presbyterian Board of Publication, Witherspoon Bldg., Philadelphia

Orr's God's Image in Man.

Presbyterian Board of Publication, 278 Post St., San Francisco, Cal.

Tooley's Life of Florence Nightingale.

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Psalms, volume 2 only.
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Preston & Round Company, 98 Westminster St., Providence, R. I.

Amiel's Journal, 2 vols., Miniature Series, Macmillan.
Edmund Burke Works, 12 vol. Little, Brown & Co. edition.

Publishers' Circular & Booksellers' Record, Mr. R. B. Marston, 19 Adam St., Strand, London, W. C. 2

Fly Rods and Fly Tackle, by H. P. Wells, state edition.

Queen City Book Co., 43 Court St., Buffalo, N. Y.

Iconographic Encyclopedia, must have plates, vol. 3, upward.
Darkness and Dawn, England.
Life and Exploits of Jehova, God of Israel.
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Riker's, 302 Eighth St., Des Moines, Iowa

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Hard, M. E., The Mushroom Edible and Otherwise.
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Robson & Adee, Schenectady, N. Y. [Cash]

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Joseph Scammell, 107 East 59th St., New York

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R. B. Roosevelt, Love and Luck.

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Joseph Haven, Mental Philosophy.
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If Christ Came to Congress.
Silver, Lectures on Symbolic Characters of Sacred Scriptures.
George, Horoscope Deliniator.

John Skinner, 44 N. Pearl St., Albany, N. Y.

Uncle Remus, Harris, first edn.
Demology and Devil Lore.
The Phenix.
Flush Times Alabama.
Tanner, 30 Years Among Indians.

Clarence W. Smith, 44 East Avenue, Rochester, N. Y.

The Green Carnation.
From Boniface to Bank Burglar, White.

C. Everette Smith, 1113 Story Bldg., Los Angeles, Calif.

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Lockyer, Dawn of Astronomy.
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Guest, Lectures on Hist. of England.

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Monograph of Work, C. A. Platt.
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Ahern, People's Party in Chicago.
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Cabot, Memoirs of Emerson, 2 vols., H. M.
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Flowers, Japanese Conquest Am. Opinion, Doran.
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Journey's End, Forman, Doubleday.
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The Theatre Book Store, 72 East First South St., Salt Lake City, Utah

Chronicles of the Mayas, Brinton.
Miracle in Stone, Leiss.
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Geol. Survey, Bulletin No. 711, part 1.
Catalogs from Old Book Dealers, both English and American.

L. M. Thompson, 29 Broadway, New York

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The Walden Book Shop, 307 Plymouth Court, Chicago

Resist Not Evil, Darrow.

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Washington Square Book Shop, 27 West 8th St., New York

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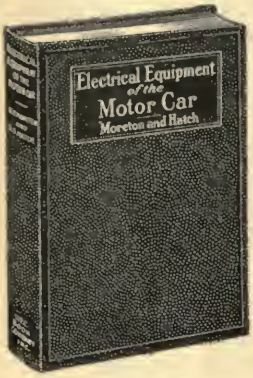

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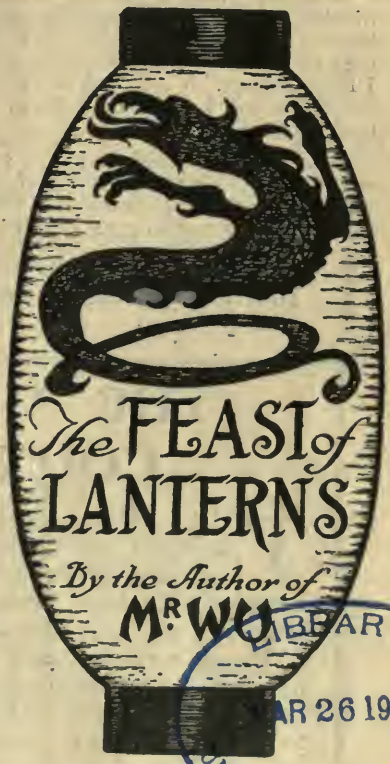

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Novel—

THE SHIELD *of* SILENCE

By the author of "Joyce of the North Woods"

Harriet T. Comstock

Publication date March 30th

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A South Sea romance of the marvellous cave dwelling of Hiliwa Dara and of the two children who lived there and were wedded. *Coming*

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Special to the Trade

WE ARE calling your special attention to an important work recently published by us, "THE LIFE OF WALTER Q. GRESHAM," two handsome volumes, nearly a thousand pages, fully indexed.

"THE OUTLOOK," New York, says of it (Dec., 1920): "It covers the early '40's to the middle '90's, covering the issues of slavery and Negro suffrage, the relations of the North and South, the Civil War and readjustment, and the great labor and law developments, particularly the progress of international law."

It is a valuable source book of National history, and *a staunch interpretation of Americanism.*

Altogether, it is a remarkable presentation of a remarkable career. Soldier, lawyer, judge, and statesman, member of two cabinets—the incidents of Judge Gresham's active life are used as the background for a historical narrative which affords new material and new view-points for the student.

The author is Judge Gresham's wife, MATILDA GRESHAM, a woman of notable mentality and unusual discernment. Mrs. Gresham was intimately associated with her husband's work, and knows whereof she writes.

The "EVANSVILLE (Ind.) COURIER" says: "The outspokenness of the writer, guided by her keen intelligence and an acute sense of justice and fairness, makes the biography one of the most valuable as well as fascinating of its kind that have appeared for many years."

THIS work was published by us last year at $7.50 net. To give it a wider circulation, we have reduced the price to **$5.00 net.** When the present supply is exhausted there will be no more printed. We advise every dealer to stock a few sets at this price. Your local library should buy a set, and among your customers there are sure to be a few who will be glad to have the work called to their attention.

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THE HALL AND THE GRANGE *By Archibald Marshall*

Author of "The Eldest Son," etc.

Mr. Marshall's new novel deals with English country house life immediately subsequent to the War. It concerns itself chiefly with the families of the Squire of Hayslope and that of his younger brother and is as entertaining and vivid a chronicle of this phase of life which Mr. Marshall pictures so well as are his earlier stories. $2.00

DODD, MEAD & COMPANY *Publishers since 1839* **NEW YORK**

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The Publishers' Weekly
FOUNDED BY F. LEYPOLDT

March 19, 1921

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Canadian Copyright

THE important matter of Canadian copyright is now at the most crucial stage, and the passage of the Bill, as now before the House of Commons at Ottawa, would be a great blow to American publishers, to the Canadian publishers who have built up a business on copyright material, and would mean a loss to American authors and to Canadian authors as well.

Back of this Bill is undoubtedly the feeling that if the United States, because of the pressure from its printers, makes manufacturing in this country a condition of copyright, there is no reason why Canada should not for the benefit of its printers adopt the same tactics. Those of the American book-trade who have always contended against the unfairness of our attitude in this matter are willing to admit the naturalness of this retaliatory legislation, but regardless of our attitude, this measure will be opposed in Canada by Canadian authors, because they themselves will be heavy losers in the new arrangements. It is for this reason that the newly organized Authors' Association, which held its first meeting in Toronto last week, gave careful consideration to the subject and appointed a special committee to take care of the interests of Canadian authors. The loss on their side will come from the fact that, altho they are granted copyright under favorable conditions as Canadian citizens, their Canadian market will not be large enough to be profitable without the addition of the American market, and with the state of book consumption as it is, the best arrangement for a Canadian author is to have his book published in the United States with a sufficient number of copies allotted to a Canadian publisher and printed from the same plates.

The International Typographical Union, meeting in Montreal at the same time as the authors' gathering, took up the question of the manufacturing clause in the United States statutes, at the suggestion of the Authors' League of America, the National Association of Book Publishers and the American Publishers' Copyright League. Their decision has been put off, but the pending Bill in Ottawa ought to make it plain to the printers that the chief argument in favor of this Canadian legislation will be undermined if the United States gets rid of its own restriction. As a practical measure nurturing the printing business of the States, the best thing that the United Typothetæ could do would be to come out flat-footedly in favor of this change in our statute and to get whatever protection they may believe they need in the tariff where it belongs.

Book Showers

THE idea of using books as tickets to entertainments in order that a library's shelves may be filled up, is one that has practical value to those who are developing book collections, and it of necessity appeals to the bookseller as a very practical way for encouraging more book collections.

Even so far West as British Columbia a clipping mentions two hundred books that were gathered for the Salmon Arm Library by holding a concert, to which the admission was a book. At the Civic Club in New York, Miss Mary Frank of the New York Public Library arranged a Sunday evening poetry reading, at which several well known poets read from their works, and the admission was a book, and a very considerable accession was made to the Club's collection.

On an even larger scale the Indianapolis Public Library has been canvassing the whole city for books, and the "shower" ought to greatly increase its current collection, purchases for which have been somewhat handicapped by the decreased returns in taxes. The book habit once started is a habit not easily lost, and it is hoped that the public and private institutions may continue to gain from the increased acceptance of this idea.

The Way to Resume is to Resume!

(Reprinted from a Volland trade letter)

THE question was proposed to Senator Sherman after the panic of '73: "How can we resume specie payment?" His answer was a masterpiece of brevity: *"The*

way to resume is to resume." Today, to the oft-repeated, querulous query—"How can we make business good in 1921?" we confidently paraphrase Senator Sherman: *"The way to make it good is to make it good."*

The year 1921 can be the greatest year in American commerce and industry if the business men of America will start right now with the determination to make it so.

The United States of America is the richest country on earth. It has an estimated wealth of four hundred billions of dollars. It is the greatest creditor nation in the world. All the money that was in the United States last year is still here. The only thing needed to divert these billions of dollars into prosperous trade channels again is confidence on the part of the manufacturer, the producer, the wholesaler, the retailer and the consumer. We have an eagle on our dollar, not an ostrich. The eagle is a fighter—the ostrich is a quitter.

"The way to resume is to resume!"

We have resumed.

The Binghamton Printing Strike

THE New York representative of the Vail-Ballou Company, W. R. Lockwood, in an interview on Thursday, said of the strike in Binghamton:

"The contract with the Union was made four years ago, fixing the scale of wages at $28 per week. The Vail-Ballou Company, however, has not adhered to this scale but has increased wages three times during the war period in order to meet war conditions, so that every man in the shop was being paid a substantial increase above scale.

"The men struck for $7 for day work and $9 for night work above the old scale and a reduction of hours from 48 to 44. They limited the employer to a small per cent of apprentices, and demanded that proofs be read by compositors who had served time as compositors.

"The Vail-Ballou Co. offered to continue the wage scale in force in the shop, that is not to reduce any man's wages, until May 1, with a 48 hour week. This offer was refused by the Union. The Vail-Ballou Co. offered to arbitrate. This was also refused. The strike began March 8.

"A force of non-union men was employed. The journeymen proposed then to go back to work at the old scale, with a 48 hour week and Vail-Ballou refused. The journeymen then proposed arbitration, but this was also refused, on the ground that the time for arbitration was before a strike was called and not afterwards. The pressroom and foundry did not go out.

"A force of non-union men is now operating the office on an open-shop basis. The Company has notified the Union that it will not make a contract with them now or at any future time.

"I understand that some of the old men have given in their cards and have returned to work on a non-union basis. Men are being recruited very fast, and we hope soon to be in first-class shape.

"Our work is entirely book printing; eighty per cent of it comes from New York City."

The New York *Times* states that Binghamton newspapers will resume publication this week, with a full force of non-union printers. The striking printers refused the proposition that they return to work at the present scale for the time being without recognition of the union. They replied that they would not return without an increase in wages.

"Stationers' Trust" Investigated

THE Federal Trade Commission, in a report submitted to the Department of Justice, following a long investigation of the stationers' trade, recommends that charges of operating a trust be brought against the Chicago Stationers' Association, the National Association of Stationers and all affiliated bodies.

Frederic G. Melcher, secretary of the National Association of Book Publishers, when he was in St. Louis last October reported in the Bulletin of that organization:

"Retail prices in stationery stores are based on suggestions that are sent out from the National Association. These suggestions are not enforced, but are very fully observed. The price is fixed so as to show a 40% margin on the common unit of sale, with a wider margin for small units of sale and less on large quantities. Their Association estimates that the common cost of doing business in stationery stores is 30%."

Mortimer Beyers, the legal representative of the National Stationers' Association, in an interview states he is at a loss to understand just what the report could have revealed in its findings. The investigators have been at work in Chicago for a long period and discovered nothing, it was understood, that connected the association with any act in violation of the law. The Association's annual reports of activities have been public property and nothing illegal in his judgment has been recommended or put into operation.

Action by the department on the commission's recommendation will probably not be taken until the conclusion of the Hardwood Lumber Association case, which is now before the Supreme Court, it was stated.

THE Masonic Bible of St. John's Lodge, New York City, used by George Washington when he was inaugurated as first President of the United States was used by President Harding in the Inaugural ceremonies Mar. 4.

History of Binding and Book Cloth

By Harold E. Shaw

BINDING began when the sheet parchment or paper, instead of being rolled, was folded so as to form leaves of uniform size, the uncut sheet consisting of two, four, eight, twelve, or more leaves according to the number of folds. Threads were then passed thru the sheet where the folds came, and fastened at the back, strips of leather, string, or tape being attached to them and glued on the boards which formed the covering of the book.

The earliest English bindings which have come down to us date from the 10th century. The boards were made of wood and covered with deerskin or other leather, on which numerous small stamps, from half an inch to an inch in size, containing figures of animals or conventional designs, had been impressed.

By arranging these small stamps in circles, rectangles, and other patterns, the binders of Winchester, Durham, Oxford and London, in the 11th and 12th centuries, produced excellent effects, and the English binders of this period were the best in Europe. Large panel stamps were subsequently used in France and the Low Countries, and were introduced into England in the fifteenth century.

They are found on numerous books of the time of Henry VIIIth, some of them bearing the royal arms; others, figures of Saints or conventional designs.

In the 12th and 14th centuries the boards of very valuable books, more especially copies of the gospels for use in church, were covered with carved ivory or metal, and frequently studded with gems. The famous "Lindau Gospels" belonging to the Earl of Ashburnham, thus ornamented in gold and jewels, was sold to J. Pierpont Morgan in 1901 for $10,000.

Towards the end of the 15th century the use of gold leaf in the decoration of bindings was introduced into Venice from the East. Under the patronage of Jean Grolier (who became treasurer of the duchy of Milan in 1510), Thomas Maioli, and other book-lovers, many beautifully decorated bindings were produced in Italy then and in the first half of the 16th century.

On the return of Grolier to France the French School of Binding speedily attained excellence, and, by the work of such artists as Nicolas and Clovis Eve (fl. 1560-90) Le Gascon (c. 1620), Du Seuil, Monnier, and the successive members of the families of Padeloup and Derome, continued pre-eminent till nearly the end of the 18th century.

In Germany, where many good bindings in white pigskin were executed in the 16th century, gold-tooling arrived late, and never developed any originality. In Holland, Le Gascon found imitators in Poncyn and Magnus of Amsterdam.

In England, with the assistance of Italian workmen, Thomas Berthelet, printer and bookbinder to Henry VIIIth, turned out some excellent bindings, and under the patronage of Archbishop Parker, the workmen of John Day established a heavy and dignified English style, well suited to large folio volumes.

Under both the Tudor and the Stuart kings various styles of embroidery were applied to bindings, the gaudy little prayer books in embroidered satin of the reign of Charles I being quite inaccurately associated with the work done in the religious house maintained by John Ferrar and the Collets, at Little Gidding. No embroidered bindings can be traced to the establishment, the books bound there being decorated with ordinary binders' tolls (mostly obtained from Buck and Cambridge), stamped sometimes on velvet, sometimes on leather.

Under Charles II, the royal binder, Samuel Merne, freely copied Le Gascon, his design being often excellent. The general effect is pleasing, especially when the tooling is combined with inlays of different colored leather. From the frequent use of a design, the top and bottom of which dimly resemble a roof, the bindings of Merne and his successors are often spoken of as the "cottage" style.

In the first half of the 18th century many handsome bindings in red morocco, with a center ornament in gold tooling, were executed for Robert Harley, Earl of Oxford. At the end of the century the work of Roger Payne combined, for the first time in England, originality, fine taste, and consummate workmanship.

During the nineteenth century binding all over Europe suffered from the slavish imitation of old designs, varied by occasional attempts to introduce a larger style of decorations, suitable for ornamenting the cloth cases of popular books.

The fashion of binding books in cloth was the invention of R. E. Lawson, of Stanhope Street, Blackfriars, London, and the first book bound in cloth was a manuscript volume of music. When Pickering, the English publisher, saw this volume in 1823, he adopted the idea for his diamond edition of the classics. This was the first important use of cloth as a material for binding.

Today cloth bindings are in general use in a variety of colors and embossed patterns but even now the manufacture of book cloths is a specialized process little known. The world's supply is limited to perhaps less than half a dozen manufacturers.

Canadian Authors Organize

WITH a much larger attendance than was anticipated and with a splendid display of enthusiasm, the Canadian Authors' Association was successfully launched in Montreal on March 11 and 12. There were present upwards of one hundred and fifty representing all departments of literary effort and including several well-known writers now resident in the United States. The organization calls for the establishment of ten branch centers, one of which will be for Canadian authors in the United States. Central offices will rotate from Montreal, to Ottawa, to Toronto, to Winnipeg, being located in each city for a period of three years. Montreal will be the first headquarters.

The question of copyright was discussed informally at several private gatherings of the authors and C. F. Ritchie, Registrar of Copyrights, Ottawa, delivered an address on the subject at one of the general meetings. Beyond this nothing was done except to appoint a committee with power to take action in the interests of the Association. This committee consists of Arthur Stringer, Madge Macbeth, Warwick Chipman and Robert J. C. Stead. It is understood that the attitude of the large majority of authors in attendance was hostile to any legislation requiring printing in Canada as a condition of copyright.

Dr. George H. Locke, public librarian, Toronto, was convention chairman and the address of welcome was delivered by Sir Arthur Currie, principal of McGill University. B. K. Sandwell, editor of *Canadian Bookman* and convention secretary, spoke on the objects of the gathering, which he felt was justified in view of the splendid response given to the invitation to be present. He referred to the increased output and consumption of Canadian books and hoped that one of the accomplishments of the convention would be the securing of more adequate remuneration for literary work.

Basil King, who took a prominent part in the proceedings, declared that, tho he was at present living in the United States, he was still a Canadian at heart and believed that the formation of a society of authors would assist towards making it possible for Canadian authors to remain in Canada. Arthur Stringer also expressed the opinion that the formation of the society meant the professional birth of Canadian literature.

On the evening of March 11, a banquet was held at the Place Viger Hotel, presided over by Stephen Leacock. Among the speakers were Basil King, who maintained that the proper function of the Canadian writer was to act as a hyphen between the United States and Great Britain, Lavigny Demontigny, Arthur Stringer, Captain Du Roure, W. H. Blake, Bliss Carmen, Frank Packard, Madge Macbeth, Archibald MacMechan, and George H. Locke. Hugh S. Eayrs, president Macmillan Company of Canada, spoke on behalf of the publishers.

Officers elected on March 12 included President, John Murray Gibbon, Montreal; vice-presidents, Basil King, Boston; Archibald MacMechan, Halifax; H. A. Cody, St. John; Hon. T. Chapais, Quebec; Stephen Leacock, Montreal; Robert Stead, Ottawa; Pelham Edgar, Toronto; W. T. Allison, Winnipeg; Nellie L. McClung, Edmonton; Isabel Ecclestone Mackay, Vancouver; Secretary, B. K. Sandwell, Montreal; Treasurer, W. S. Wallace, Toronto.

W. A. C.

The Canadian Copyright Bill

AN act to amend and consolidate the Canadian law relating to copyright entitled "House of Commons Bill Number Twelve" was given its first reading at Ottawa on February 28th, and copies of the Bill are now at hand. This Bill has been before the House of Commons for the past two years, and has a strong backing from Canadian printers. The provisions are important to the American periodicals as well as to the publishers of books.

It confines Canadian copyright to authors who are British subjects or citizens of foreign countries adhering to the Berne Convention, or resident in the British Dominions.

It provides that if the Crown Minister administering the Act shall see fit to certify, by notice published in the Canada Gazette, that the United States grants the benefit of copyright to Canadian citizens on substantially the same basis as to its own citizens, the United States will be treated as if it were a country to which the Act extends, but there is no assurance that the Minister will so certify contemporaneously with the passage of the Bill.

Should the Minister so certify, and United States citizens thereby become entitled to the benefit of copyright in Canada, the following provisions which apply to all authors have to be observed:

Before or at the time of publication of any work, there must be filed in the Copyright Office at Ottawa a notice, stating whether it is intended to print the book in Canada, or whether it is intended to import it, and whether it is intended to publish the book in serial form.

If it appears from this notice that it is not intended to print the book in Canada, or if the book is not printed in Canada within two months from the filing of this notice, then any person (except the owner of the copyright) may apply to the Copyright Office for a license to print in Canada, stating the proposed retail

price of the Canadian edition, and the license is to be given to the applicant proposing the highest retail price.

If it appears that the book is intended to be first published as a serial, or if it is so first published elsewhere than in Canada, a license may be given to any Canadian publisher of a periodical (but not to more than one publisher in the same city) to publish the book as a serial in Canada.

No notice of the application for a license need be given to the owner unless he has first filed the above mentioned notice of publication at Ottawa. Should a license be given no copies of the work can be imported into Canada.

Whether or not a license is given no copies can be imported into Canada until fourteen days after filing notice of publication, and if the book is first published elsewhere than in Canada, no copies shall be imported until fourteen days after such publication of the book elsewhere.

Three copies of each book are to be deposited in the Copyright Office at Ottawa at the time the above mentioned notice is filed. Also the name of the owner of copyright at the time of issue and the year of issue are to be printed in the title page or frontispiece.

Annual Meeting of Booksellers' League

THE annual meeting of the Booksellers' League was held at the Brevoort Hotel, New York, on March 16th. The attendance was smaller than usual, owing, probably, to the fact that no notice was issued as to after dinner speakers. The proceedings of the evening included the election of Ralph Wilson as President of the League for 1922-1923, he during the past year having acted as President in the absence of Louis F. Keating, elected in 1920. Six members of the Board of Managers for these years were also elected as follows: John A. Holden, Charles E. Butler, David O'Connell, Peter P. Mulligan, H. S. Baker (of Bobbs Merrill Company) and A. Wessels.

The guest of honor, Dr. James Walsh of Fordham University, and author of "Thirteenth, Greatest of Centuries" and numerous other works on history, medicine and psychology, delivered an uncommonly fine address on "Dante" as the greatest man of the ages. This year he reminded booksellers is the 600th anniversary of Dante's death. He referred to the vast literature of the subject, the importance of the century in which Dante lived and his lasting influence on the culture of all countries. His talk of an hour or more was enlivened with keen wit and genial humor of the best Irish kind. His estimate of the modern novel, and its negative influence was vigorously expressed, claiming that the dictum, that there are but a dozen themes in drama, might be reduced to two only: two men and one woman, that's tragedy; two women and one man, that's comedy. His subject stirred up a number of inquiries which he graciously answered and thus filled out an evening that will long be remembered by those present.

The annual report, which is printed below, was read at this meeting.

Twenty-Sixth Annual Report of the Booksellers' League

FOR twenty-six years the Booksellers' League has been the representative organization of the wholesale and retail book-trade in New York City and vicinity.

This organization has been the means of creating a wider acquaintance among those engaged in the book business and thru its monthly dinners has brought together during these years men of the trade who would probably never had become acquainted in any other way.

The kind of entertainment provided at the dinners and other meetings of the League has made for the betterment of the profession, by creating not only a spirit of fraternalism among its members, but a feeling of pride in the calling and a spirit of loyalty, as well as an active interest in all the efforts as an organization to better trade conditions.

In spite of the increased cost of carrying on the activities of an organization of this kind during the last four years, the board has by careful management been able to supply the regular number of dinners and entertainments without any material increase in the dues, and altho the securing of good speakers has become more difficult than ever, those provided by the entertainment committee the past year have compared most favorably with those of previous years.

The Year's Speakers

At the March dinner a year ago the speakers were George Palmer Putnam, Henry E. Sell, editor of *Harper's Bazar*, and Mark Sheldon, Commissioner to the United States from Australia. At the October dinner Frederic G. Melcher told of his recent trip to the West in the interest of Children's Book Week and the "More Books in the Home" movement. John Foster Carr, director of the Immigrant Publication Society, gave an address on his work, dwelling particularly on the quality of the books issued for the teaching of Americanism. Robert E. Sherwood entertained his fellow members with stories of his early days as a circus man, and his recollections of Mark Twain. Robert Cortes Holliday spoke about his experience as an editor and author. The members present at the November dinner were warned to keep their hip pockets well covered, as District Attorney Leroy W. Ross, was present and would talk informally of his work in connection with the 18th amendment

and the trials and tribulations of an officer in trying to enforce the Volstead Act. The other speakers were George H. Grubb, the London representative of the house of Putnam's, and Hereward Carrington, the widely-known author and lecturer on psychic subjects. At the January dinner Charles C. Shoemaker's part of the entertainment proved to be very enjoyable as he told us how to make "dresses sell books," and "books sell dresses" not only did he tell us, but he showed us how,—by the use of moving pictures. Hector MacQuarrie, author of "Tahiti Days" and Royal Cortissoz, Art Critic of the *New York Tribune* both proved to be very delightful entertainers.

Ladies' night was held on February 16th at the Hotel Brevoort, one hundred and forty were present, about one half of this number being ladies, so that the dancing feature was a big success, as well as the dinner, and all enjoyed the speakers of the evening, who were Edna Ferber, Don C. Seitz of the New York *World*, Charles Lewis Hind, and Edwin A. Bjorkman.

Membership

Twenty-seven new members were elected this year and there were only 18 resignations which shows a gain of nine members net. The Board of Managers was compelled to drop 32 members for non payment of dues which leaves a net loss of 23 members for the year, with a total membership of 254, which means that every member must get busy and bring in new members. There are plenty of them to be had, all they need is to be asked by the right one to join the League.

Treasurer's Report

RECEIPTS

Mar. 1, '20, Cash Bal. Brought Forward	$379.95	
Dues	1202.00	
Guest Tickets	178.50	
Lib. Loan Coupons	16.63	
		$1867.08

PAYMENTS

Expenses for 5 Dinners	$1225.35	
Expenses for Entertaining Guests	20.45	
Fees to Waiters	50.00	
Board Meeting Expenses	51.00	
Music (Ladies' Night Dinner)	48.50	
Honorarium	25.00	
Treasurer's Bond	2.50	
Printing and Stationery	61.00	
Addressograph Co.	5.35	
Postage	31.28	
Protested Check	6.00	
Refund on Overpayment of Dues	.50	
		1536.93
		330.15
Mar. 1, '21, Cash Bal. Brought Forward	$330.15	
Liberty Bonds	250.00	
Total Bal. on Hand		580.15

THEO. E. SCHULTE,
Treas.

Report of Employment Bureau

At the urgent request of the Board, I accepted the management of the Employment Bureau of the League with the understanding that the registration fee of one dollar was to be expended for an advertisement in the PUBLISHERS' WEEKLY for the applicant. This plan added much to his chances of securing a position. I also inserted twice a month in the PUBLISHERS' WEEKLY a general notice of the Employment Bureau which attracted many inquiries.

Since taking charge I have had upward of eighty applications for positions of which number about thirty were placed. Others probably secured berths thru their advertisements but of these I have no record. During the autumn it was comparatively easy to connect the applicant with a position, but for the past three months the demand for positions has considerably exceeded the supply.

J. A. HOLDEN,
Manager.

The Board of Managers is ever mindful of needed activities in the book-trade and has appointed Committees to carry out the following

Proposed Englarged Program

1. To arrange for affiliation of all existing booksellers' associations or leagues and plan to have associations started in large cities where none exist, such as Baltimore, Washington, Cleveland, Cincinnati, St. Louis, Los Angeles, etc.

2. To have an "Associate" Membership composed of out-of-town bookmen, with dues of $3.00 a year, entitling them to one regular dinner during the season.

3. To start a School of Bookselling with a correspondence course based on Bessie Graham's lessons "The Bookman's Manual," and charge a fee to cover actual costs.

4. To organize an athletic club within the League for baseball and other out-of-door sports and have an annual outing for athletic events. For this purpose a room conveniently located to be hired for one evening a week, from March to September; also have a Glee Club.

5. The Employment Bureau to charge $1.00 registration fee and a further payment of $3.00 for securing a position for the applicant, the latter to go into the general treasury of the League.

Every member of the League is asked to do his share to help carry out and make successful the above proposed program.

Don't growl about what somebody else isn't doing or should do, get busy yourself and show you are a "live one" by getting in at least two new members; last year we had to drop 32 dead ones; we hope all of those left in the League are live ones. This is your organization, but you are not a good member unless you do your share to keep it alive. Do you want a larger membership at six dollars a year, or a smaller membership at three times that amount of dues? Which shall it be? It's up to you to decide.

(Signed)

WILLIAM S. MCKEACHIE,
Secretary.

Book-Selling School in France

[This article has been translated for the PUBLISHERS' WEEKLY from the *Bulletin de la Maison du Livre Français* for January, 1921.]

THE movement to teach bookselling was started in France thirteen years ago when, in the spring of 1907, the "Cercle de la Librarie" took the initiative by organizing a series of technical lectures in which the principles of this profession were set forth by men of experience who generously undertook to share their practical knowledge with the beginners. The success of these lectures determined, in 1909, the establishment of regular book-selling classes organized at the "Cercle," with the co-operation of the "Chambre Syndicale" of French Booksellers and the fraternal Association of French Book-Salesmen, and soon subsidized by the Minister of Commerce.

The mode of procedure immediately decided upon was that the classes should be experimental, should be held in the day-time during working hours and should be obligatory to all who had registered for them. For the students, who were suggested by the patrons, the conditions of admission were a minimum age limit of sixteen years and two years of experience. As to the teaching force, it was not difficult to find recruits, thanks to the tireless devotion of many among the booksellers and publishers.

The year 1909 was one of experimentation. In 1910 the classes proved a success. It was then decided to make a two years' course of it (one for the technical side and the other for the commercial), with two lessons a week over a period of four months; at the same time the number of teachers was reduced to make the instruction more homogeneous. And in this form the course was very satisfactory as is shown by the program for 1911-1912:

First Year.—1st class: Book-making (paper, illustration, composition, printing, stitching and paper-binding, cloth-binding, mending and repairing).—2nd class: Elements of publishing (copyright; transformation of a manuscript into a book; qualities of a well-made book; marketing and publicity).

2nd Year.—1st class: Business of bookselling. (How the bookstore buys stock, orders.—How it sells: clientele; deliveries, arrangement of the store, selling, accounts.—Study of certain special lines; selling on commission, textbooks, second-hand books, books of general appeal).—2nd class; Course of French literature in 7 lessons with application to book-selling.

Practical exercises, lessons, drills and examinations made it possible to follow the progress of the students, whose regular attendance was carefully checked. From 1910 to 1913 their number reached into the fifties each year. In the year 1913 there was a distribution of prizes which justified the existence of the institution. Three classes of diplomas were distributed to the students according to their merit (certificates of work accomplished and diligence—of diligence—or simply of attendance); silver or bronze medals were awarded to the most deserving, and at the same time a total sum of three hundred dollars; a scholarship for foreign travel was given to the best student, thanks to the liberality of Paul Gillon; as a final celebration all were invited to a classic play at the theater of the Odeon.

To sum up, on the eve of the war the bookselling schools were prospering well. The courses were being improved all the time and all the bookstores of France were congratulating themselves. In 1912 those of the northern section were advertising the publication *in extenso* of the lessons taught in Paris; classes were formed by correspondence for salemen of the country districts. The bookstores of Marseilles undertook, themselves, to educate their employees in the profession. The renown of the classes passed even beyond the frontiers of France: the "Cercle" received from divers countries demands for information about its organization and its mode of procedure. A film on the arts and industries of the book, originating in Paris and exhibited successively at the Book-Museum at Brussels, at the Book-School at Florence, at the Royal School of Printing at Turin, with the greatest success, contributed toward making these classes known and appreciated.

It was all to be rudely interrupted by the war; it has not been resumed since then. In 1917 Andre Gillon suggested, from the front, opening the Schools for the use of young girls. An appeal was made to the heads of women's academies, and in a short time a picked assembly of students was recruited. The difficulties of that time interrupted these new classes in the midst of their success. They should be revived now, the more so as this is being done nearly everywhere abroad.

Germany, which had for a long time appreciated their worth, has reopened hers since her defeat and not only at Leipsic but also at Munich and at Hamburg and in other cities besides. The municipal council of Leipsic subsidizes its school of bookselling, appropriating for this purpose a third of the cost, about $5000. This school has just issued the programme of its courses for the winter semester 1920-1921 (October to March); contemporary German literature, survey of world literature, science, philosophy, history of art and of music, the book industry, business of bookselling, double-entry bookkeeping, commercial arithmetic, stenography, caligraphy. German correspondence, foreign languages: French, English and Spanish ("in view" they say "of our friendly relations with Spain and South America"). These courses are open, with a small admission fee which may even be remitted on occasion, to all em-

ployees, men and women. The students' application to their lessons is noted and, after the examination, they have the right to a diploma after the third year of study. This allows the organization of German publishers to demand from all salesmen an effective apprenticeship of three years, two of them in a school.

As to the countries that did not fight in the war, they have been able to start or to improve their training in this field.

Stockholm, Christiana, Copenhagen have their schools. That of Stockholm has been in existence nine years: nineteen young men and four young girls have taken its courses this year,—courses copied from the German schools (let us note in passing that the only foreign language taught is German), and the students passed in August an examination at the close of which three of them received prizes offered by the bookstores, the Booksellers' Association and the Publishers' Syndicate, and three others received sums of money.

In Holland, the creation of a school at Amsterdam, decided on in July 1918, was brought about last February. It opened then with fifteen pupils, and the results obtained up to date make probable the founding of similar schools at Utrecht and at the Hague.

As to England, she is also considering the starting of her school, and has sent to the Maison du Livre Français to ask for information on the subject. Nearly everywhere the question of the professional education of the bookseller is a matter of interest.

Finally in the United States there are numerous schools well attended (*sic*). One of the most original is that of Miss Graham in Philadelphia who beside conducting her class edited a series of lessons which were widely circulated.

The Maison du Livre Français, in accord with the Syndicate of Publishers, will take charge of the reorganization of this instruction in France. It has planned it very carefully and the school that it would like to open in its building in Rue Felibien would certainly bear comparison with those of other countries.

Here are the main lines of its plan: to the courses formally taught will be added classes in history, geography, literature and foreign languages, which will be especially useful to the young men, increasing in numbers, let us hope, who are desirous of going into business outside of France. A model bookstore will be organized and put at the disposal of the students in order to initiate them into the daily needs of their trade. It goes without saying that the classes will be conducted by competent men who know how to present the subject to their audience and who never lose sight of the essentially practical purpose of their teaching. A school thus conceived would be the center of professional instruction and improvement, would spread widely good methods of work and would sustain the spirit of activity and initiative so necessary today. It would thus help to give a magnificent impulse to the French Book business: such is the noble ambition of the young Maison du Livre Français.

City Printers and Country Competition

By Douglas C. McMurtrie

Arbor Press, Greenwich, Conn.

THE question of competition between printers working under city and country operating-and-labor costs is a live one in both Great Britain and the United States. A good discussion of the subject appeared in the *British and Colonial Printer* of February 10, which presents the American phase of the situation, as seen by Mr. McMurtrie of the Arbor Press. The article below is reprinted by permission of Mr. McMurtrie:

The costs of the country and city printers are, of course, far apart. The result is that the plant located in the country can take from the urban printer any work which it is fitted to handle effectively and with comfort to the customer. Before one can proceed, therefore, to an intelligent discussion of the situation, it is necessary to attempt a classification of the product of printing plants. The following rough classification may serve: (1) Newspapers; (2) Magazines of large circulation; (3) Periodicals of news value; (4) Periodicals of literary or scientific character, without special emphasis on news value; (5) Book printing; (6) Large quantity commercial printing, mail order catalogs, and so forth; (7) Fine advertising printing; (8) Miscellaneous commercial printing; (9) Printing specialities, envelopes, post cards, tags, calendars, and so forth. We may now consider these classes in order, in relation to their production in city or country.

Beginning with Class 1, it is evident that newspapers must be printed at their place of publication, whether that be city or country, because of the pressure of time between copy and delivery.

The printing of Class 2, made up of magazines of a circulation of 100,000 or more, is, in the United States, produced almost exclusively in four of the largest cities of the country. The reason for this is that there are in the country almost no specialized plants equipped to handle this work, which is a field of its own. Yet this is work which should properly be done outside of the large centers of population. Already one magazine publishing house has built a plant in an Ohio city of moderate size, and I expect in time to see several of the other large plants moving countrywards. When they do, I think it likely that the composition and electrotyping will be done in or near the city of publication, plates only being shipped for running to the country

plant, which can mail or ship from its local post office or railway station.

Printing of the third class, periodicals of a news character—mostly weeklies—must needs be printed in the city of publication on account of time pressure. On this work the city printer need not fear his rural competitors.

Big Sphere for Country Printers

When we come to the fourth class periodicals of literary or scientific character, we enter the undisputed realm of the country printer. Practically all such publications in the United States are printed outside of the cities. Articles are set up well in advance of printing; editing and make-up are deliberate. Mailing is done at the point of printing. There is one country plant which I am sure prints at least thirty scientific periodicals; another prints a dozen literary magazines of considerable circulation; still another specializes in chemical journals. In all of these the chief expenditure is for composition, and rotary presses are seldom required.

Book printing, which continues the fifth class enumerated, has been captured almost exclusively by the country plants. The work is largely in the hands of a few plants—two in New York State, three in Massachusetts, one in New Jersey, one in Vermont, and one in Connecticut. Practically all book composition and plating is done in the country or suburbs, but some machining is done in the cities on account of the convenience to large binderies for edition work. Only four of the important American publishers have their own printing plants, all of the others depending on various printers. Of the four doing their own printing two have plants in the country—Doubleday, Page and Co., at Garden City, L. I., and G. P. Putnam's Sons, at New Rochelle. N. Y.—while two have plants in cities—Charles Scribner's Sons in New York, and Houghton Mifflin Co., in Cambridge, Mass. (practically in Boston), It is my belief. with constant improvement in mechanical facilities in the country plants, that they will eventually acquire all the book printing.

The Town Printer's Advantage

Coming to Class 6, we find that the large runs of commercial printing, mail order catalogs. and the like are all monopolized by three or four printers in New York and Chicago. The only reason for this is that no country plants have the necessary specialized equipment of rotary presses. Were a large rotary plant established in a small town, it would seriously worry the printers now doing this work. On several of the mail order catalog jobs the bulk of paper is so great that to minimize shipping charges part of an edition is printed in Chicago, while the other part is produced in New York.

Most of the fine advertising printing constituting Class 7 is printed in the large cities where the customers are located. There are two reasons for this. One is that few country plants are geared to do the finest illustration printing, and few have the color presses and other equipment required. The second reason is that there is such a mass of detail in this work, with composition, art work, engravings, alterations, and so forth, that the printer must be near the customer.

Coming to Class 8, we find little of the miscellaneous commercial printing going to the country plant, the reason for this being that the majority of items are small, and that they turn over quickly. This indicates the necessity of production "just around the corner" from the customer. The minimum special overhead charge of handling a job of printing at a distance prohibits him from seeking jobs below a certain limit of size. Furthermore, jobs on which the customer delivers copy in the afternoon and wants proof the following noon will never be attractive to the out-of-town printer.

Specialization the Probable Solution.

Most of the printing specialties enumerated in Class 9 are manufactured outside of the large cities. These specialties require quantity production of a few items, with the minimum of detail, and special jobs. The point of most economical manufacture is, therefore, the logical location for such specialty printers.

These observations seem to me to indicate that competition between city and country printers is not so acute if each devotes his energies to securing work suitable to his facilities and location. If the city printer attempts book composition, he must not complain of cut-price country competition. Likewise. the country printer attempting to invade the field of general job printing will find himself pushed by the competition in service of his city rival.

A Hero to Two Novelists

THE following editorial of quite unusual interest appeared in the New York *Herald* of recent date.

To A. M. Jacob, whose death in Bombay was recently reported, fell the unusual distinction of being a hero to two eminent novelists and of living in what many consider the most successful work of each as a fascinating character of fiction. Jacob of Simla, as he was best known in the Orient, was the hero of Marion Crawford's "Mr. Isaacs," which appeared in 1882, and the Lurgan Sahib of Rudyard Kipling's "Kim," eight years later.

A man endowed by nature with a wonderfully handsome face and figure, possessed of an almost uncanny knowledge of precious stones and learned in the esoteric philosophies and strange, obscure cults of the East, he seemed a natural hero for a story of Oriental life and mysticism. Whatever the air of

mystery and romance with which the two distinguished writers surrounded the characters of their novels, it was not deeper than that of Jacob's origin, his rise from obscurity to great wealth, his sinking again into the miseries of poverty or the secret of the strange influence which he seemed to exercise over those with whom he came in contact when in the height of his career.

His claim to Turkish birth was always doubted, and, altho born at Constantinople, he was generally believed to have been of either Armenian or Polish origin. A slave boy at 10, his ability as a student attracted his master's attention, and he began those studies of Eastern life, literature and occultism for which in after life he became so distinguished. Kipling, it will be remembered, sent the youthful Kim to Lurgan Sahib to receive instruction in the customs, manners and rites of the people with whom he was to associate, and the wise Sahib, drawing upon his own encyclopaedic information, fairly saturated the boy's mind with the most curious and fascinating lore.

Jacob's remarkable knowledge of precious stones was manifested first at Bombay, and his success in business there led him first to Delhi and later to Simla, the administrative and social capital of India for much of the year. It was here, perhaps, that Crawford and Kipling first saw and studied him. In the height of his career he lived in a palace of Oriental splendor and entertained Indian nobles, British satraps and notable visitors from all over the world. It was one of the peculiar complexities of his nature that, while he had the wealth to gratify luxurious tastes, he lived the simplest of lives, a teetotaller, vegetarian and non-smoker. His only real interest was in his studies of astrology and the occult. "He lived like a skeleton in a jewel room," was said to have been a Viceroy's statement of the severity of his life.

The true story of the dispute with the Nizam of Hyderabad over the sale of the Imperial Diamond will perhaps never be known. Jacob always declared that he was the victim of intrigues, and that the criminal indictment against him for cheating was unjust. The famous trial in the High Court at Calcutta lasted for fifty-seven days, and he was acquitted, but, wrote a correspondent of the London *Times*, he had incurred enormous legal expenses, and the complete collapse of his fortune followed.

He wandered back to Bombay, where a life of grandeur had first opened to him, broken in fortune but "sustained by a philosophy of life which gave him unbroken faith in immortality."

He died in an old pottery shop where he had made for years a cheerful but unsuccessful struggle against abject poverty.

Book Sales as News

MANY retailers are aware, as publishers have discovered many times, that the general public is interested in the sale of books and in book news, to such an extent that newspapers will often carry book-trade news in the reading columns. The State Bookstore in Columbia, South Carolina, supplied the local newspaper with material for a book article, which appeared February 21st, a good example of the possibilities of this kind of retail publicity.

The article is headed "Columbians Continue to Buy Books Freely. Business in Reading Matter Has Not Experienced Slump—Dealers Report Variety of Authors and Subjects as Popular Here." The article goes on to state that an inquiry at the bookstores has shown that, while the people of Columbia may have reduced to a minimum their purchases in other directions, they have not exercised any niggardly policy in books and magazines.

"The lover of a book," one dealer reported, "be he a reader merely for entertainment and diversion or for instruction and inspiration, will have his book—he will have it even if he has to sacrifice in some other direction, and we have many genuine book lovers in this city." Then followed a column article on the different types of books that were in demand. Such publicity undoubtedly reached thousands of people and reminded them that books were of genuine interest in their city.

No "On Sale" in Canada

THE problem of consignment bookselling has received considerable discussion during the past season in the Canadian book-trade, and at a general meeting of the Book Publishers' Section of the Toronto Board of Trade, held on March 3rd, a resolution was unanimously adopted with the purpose of eliminating this trade practice. The motion, which was put by S. B. Gundy of the Oxford University Press, was as follows:

"Whereas the shipment of books on consignment and subject to rebate, exchange or return has proved detrimental to both publisher and bookseller

"Be it resolved that on and after April 2nd, 1921, the members of the Book Publishers' Section of the Board of Trade of the City of Toronto will under no condition ship books (other than educational) on consignment subject to rebate, exchange or return, with the exception of one copy which may be sent as sample. No books to be loaned for window or counter display.

The one exception is the American News Company or its branches, and it undertakes and agrees not to supply its customers with any books on consignment subject to rebate, exchange or return."

This resolution was sent immediately to all the members of the trade who had not been present, and it is expected that there will be practically uniform observance of the suggestion.

Adventures of a Bookseller

By Ketch

"AND the point I wish to make," concluded Mr. Bigboss, the manager, tapping the palm of one hand with the knuckles of the other, "is this: Follow the line of least resistance! Never allow yourself to disagree with the customer, or argue with him. That is fatal. Enter into his mood, for that is the secret of good salesmanship. That is all."

Thus ended the monthly store-meeting, and the Bookstore personnel lost no time in discussion, but filed quickly out, anxious to get home before supper should grow cold. In the morning, however, the meeting was referred to by Mr. Ondeck, who said to Miss Vampet.

"CALL ME UP SOME RAINY AFTERNOON"

"There was a lot in what Mr. Bigboss said last night. 'Follow the line of least resistance—enter into the mood of the customer'—mighty good advice."

"I dare say," said Miss Vampet. "Will you kindly follow the line of least resistance and hand me that duster?"

"However, I'd hate to have to enter one of *your* moods," he countered, handing over the duster.

At this moment Miss Friendly came up to Mr. Ondeck and said pleasantly:

"Want to help me?"

"Delighted!" he exclaimed. "Are you in a quandary?"

"I am," she replied with a laugh. "I don't know whether you can find what I want or not—you see I'm old fashioned"—she laughed in an embarrassed way. "And I like a good old fashioned *love* story. You know . . . ,"

"Yes, ma'am. And here is just the thing: 'Still Waters.' How does this look?"

"Oh, glorious! You know it's quite the fashion nowadays to write novels with a *purpose;* but I like just the—well, the——"

"Yes, ma'am. I'm like you. Give me just the plain old love story. It's good enough for me."

"I should say! . . . My how I envy you! What a privilege it is to work in a place like this!"

"It is."

"Do you read a great deal?"

"Oh I have to!"

"Of course. How interesting. The men I know are so stupid—they never read at all. I like to talk to men that read; they are so much better company."

"Here is a thing I just finished—you'll like this! It answers *our* prescription exactly."

"Oh, yes; that looks good. Include it please. Funny I have never met you before. Have you been here long?"

"Five years."

"So? I've only been here a year. And I know so few people. It is hard to get acquainted here, don't you think?"

He looked at her with a meaning smile, and said:

"Only a few minutes ago we were strangers."

"How nice of you! That is real friendly. Here is my card—have you one? Thank you . . . . Well, that is all *this morning.*"

He wrapped the books, took her money, and said:

"When you have finished those, come in again. Now that I know what you like I shall be on the lookout for something for you."

"How very obliging you are. Why, I feel as tho I had known you for years! Call me up some rainy afternoon, won't you?"

"Thanks. I'll do that."

Miss Friendly left in entire good spirits, and Mr. Ondeck turned to meet the questioning eyes of Miss Vampet.

"Oh, Mr. Ondeck!" she exclaimed. "And you a married man! I shall tell your wife about this."

"Nonsense. I just followed the line of least resistance and entered into the mood of the customer."

Considers Manufacturing Clause

THE manufacturing clause, which has been the cause of so much dissatisfaction in American publishing circles, and which was inserted in the Copyright Bill of 1891 at the suggestion of the New York Typographical Unions, was discussed at the Convention of the International Typographical Union which held its meeting in Montreal last week. Detailed statements were presented from the Authors' League of America and from the National Association of Book Publishers, pointing out the disadvantages of this feature of our copyright which prevents us from becoming members in good standing in the Berne Convention, and it was argued in these statements that this clause under present conditions did nothing to increase the amount of printing that was done in this country. The Convention, after some discussion, decided to refer the matter to President Wohl and Secretary Hays, giving them power to act or to obtain a mail vote from the Board of Directors.

Clippings Wanted

THE Committee on Year Round Bookselling and Religious Book Week at 334 Fifth Avenue, New York City, is urging that booksellers shall send to them clippings of any material bearing on these campaigns that appear in the press, either in the news columns, editorials or book-shop advertising. It is impossible to get a clipping service organized that will cover the country, and cooperation of the retailers will be appreciated.

Magazine Cut Rates

AN important decision has been obtained by the *Popular Mechanics Magazine* in its suit against the Cincinnati *Daily Post* to prevent the *Post* from offering the *Popular Mechanics* in cut rate clubbing offers without authority to do so. *Popular Mechanics* does the largest part of its business thru newsdealers and has promised the dealers not to join in cut rate clubbing offers. The *Post* on two occasions a year apart has offered such club rates in connection with its own subscription without authority from the publishers.

The decision by Judge Peck in United States District Court was that for the *Post* to do what it did was for it to act as an agent in making a contract for another, and that no one may make a contract for another without his authority. On this ground the injunction was granted. This decision will be of great advantage to publishers in obtaining relief from the subscription agents with whom they do not care to have dealings. If taking a subscription and promising to deliver twelve issues of a magazine is acting as an agent, the law would be clear that no one could act thus as an agent without authority, and this should greatly simplify the problems of the publishers of standard periodicals which have been lumped in subscription offers without authority.

New Womrath Shop

WOMRATH, Inc. has taken the important step of leasing the corner store at Fifth Avenue and Twenty-Eighth Street, New York, as another new branch of its bookselling business. This corner has been previously used by the Lamb Publishing Company, which is now moving to Fifty-Seventh Street and is to carry fine sets only. The shop at Twenty-Eighth Street is three steps down from the street level, with extensive and important windows for display, and a large and easily reached basement of more than double the area of the main floor. This lease following on the taking of the corner at Madison Avenue and Forty-First Street shows a tendency on the part of the Womrath Stores to reach out for some of the most important of retail corners.

Atlantic Bookshelf

THE notable new books selected for The *Atlantic Monthly's* Bookshelf for March are:

Freedom of Speech, by Zechariah Chafee, Jr. *Harcourt.*

Italy and the World War, by Thomas Nelson Page. *Scribner.*

A Guide to the Military History of the World War, 1914-1918, by Thomas G. Frothingham. *Little, Brown.*

Margaret Fuller: a Psychological Biography, by Katharine Anthony. *Harcourt.*

Moon-Calf, by Floyd Dell. *Knopf.*

Captain Macedoine's Daughter, by William McFee. *Doubleday.*

Books in Demand at the Library

THE *Bookman* shows that the following were the most popular books at the public libraries during the month of January:

FICTION

The Age of Innocence, by Edith Wharton. *Appleton.*

The Top of the World, by Ethel M. Dell. *Putnam.*

Main Street, by Sinclair Lewis. *Harcourt.*

A Poor Wise Man, by Mary Roberts Rinehart. *Doran.*

The Valley of Silent Men, by James Oliver Curwood. *Cosmopolitan.*

This Side of Paradise, by F. Scott Fitzgerald. *Scribner.*

GENERAL

Margot Asquith, by Margot Asquith. *Doran.*

White Shadows in the South Seas, by Frederick O'Brien. *Century.*

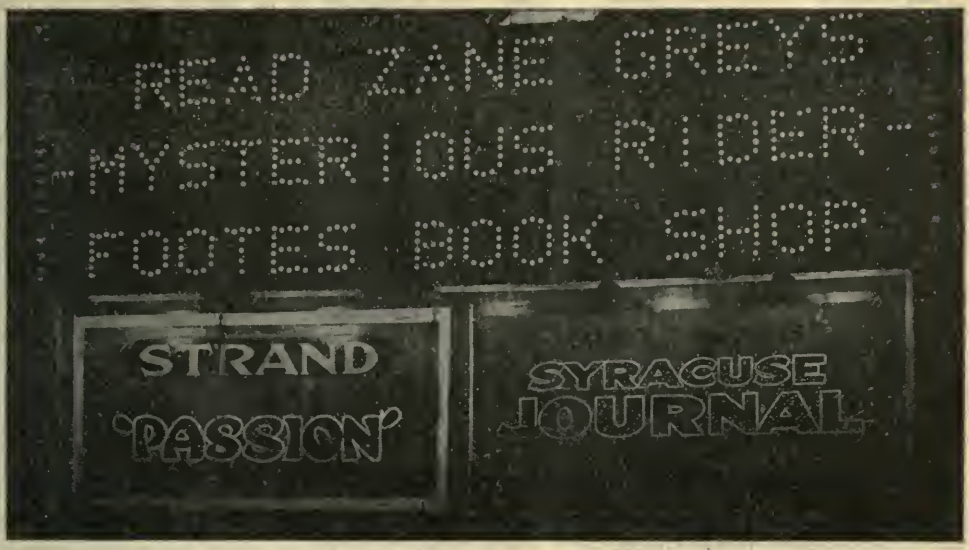
The Outline of History, by H. G. Wells. *Macmillan.*

The Americanization of Edward Bok, by Edward Bok. *Scribner.*

Now It Can Be Told, by Philip Gibbs. *Harper.*

Memoirs of the Empress Eugenie, by Comte Fleury. *Appleton.*

In The Field of Retail Advertising



AN ELECTRIC SIGN ON THE BEST VANTAGE POINT IN SYRACUSE IS A METHOD ADOPTED BY LOUIS A. KEATING FOR ADVERTISING THE W. Y. FOOTE BOOKSTORE WHICH IS NOW PART OF THE WOMRATH CHAIN. THE COPY FOR THE ADVERTISEMENT CAN BE CHANGED WEEKLY. THE RESULTS HAVE PROVED VERY SATISFACTORY

An Idea for Co-operation

ALL the recent efforts to get the public's attention fully to books have been re-emphasizing the place of books in the home. The suggestion is a happy one, that dealers who have windows of some size should find a way to make displays of books from time to time that would picture books in their home atmosphere, on bookshelves, tables, etc.

The National Council of Furniture Associations is launching a three year campaign for better American homes. It would seem to be a happy idea if the retail bookseller should visit his nearest furniture dealer and offer him a window display for a library table or bookcases, on which should be displayed books, while, in turn, the furniture dealer might make a display of library furniture more attractive by having an exhibit from the bookstore connected with his window.

When to Advertise

FIFTEEN thousand letters were recently sent out by the Chamber of Commerce of the United States, asking how merchants, wholesalers and retailers, were handling the problem of overhead expense in the face of changing conditions. An interesting point in the report is that a great many general merchants who are having a decrease in the amount of sales had not reduced the amount of advertising space, their theory being that, with the impossibility of making very heavy reduction in overhead expense, the best plan was to put strong emphasis on advertising and on sales promotion in order to keep the stock actively turning.

It has been the comment of a great many business men that too often the retailer spends his largest advertising fund when business is increasing, while perhaps an even healthier condition can be maintained by increasing the appropriation to meet the decreasing market.

What Can a Retail Store Afford?

ACCORDING to a dispatch printed in the *Retail Public Ledger,* statistics as to the operating cost of retail stores on the Pacific Coast have just been gathered by the Research Department of the Pacific Railway Advertising Company. No bookstores are included in the figures, but the department store average is given as 26.05.

The figures are given as follows:

	Per cent
Grocery stores	17.91
Average dry goods stores	23.05
Large dry goods stores	24.04
Small dry goods stores	16.03
Average hardware stores	20.41
Average furniture stores	26.05
Average clothing stores	24.00
Average shoe stores	23.22
Average jewelry stores	26.81
Jewelry dept. of large dept. stores	29.09
Department stores	26.05
Retail drug stores	24.26

Lewis Talks to Chicago League

"AMERICANS don't know what a highbrow is." So spoke Sinclair Lewis, author of "Main Street," before the Booksellers' League in Chicago, February 17. "I cannot understand why they will label a man like Sherwood Anderson a highbrow when his works are so amazingly and beautifully simple, and turn for light reading to any one of the flood of fictionists whose plots storm thru terrific complications. Sherwood Anderson makes the daily trudging, hour after hour, interesting to us who do it."

Mr. Lewis said that it was only because he was Main Street that he could write of it in the spirit in which he did. "If I have written well of Main Street, it is because I belong to Main Street," he explained earnestly. From his interpretation of Sam Clarke, a character irritatingly prevalent in the Main Streets of our country, and the manner in which Sam talks for three hours about his Ford and its carburetor, when he doesn't know a darn thing about a carburetor, it might be suspected that if the author had not found his niche in literature, he could have made a name behind the footlights.

One of Mr. Lewis' theories is that America is going to have a literary renaissance. He said: "We have already among us great figures in literature, altho some of them are better known in Europe than in this country. Of these, James Branch Cabell and Joseph Hergesheimer mark the coming of a new era." Others whom Mr. Lewis named as prominent figures in his predicted literary revolution are: Floyd Dell, William Allen White, F. Scott Fitzgerald, Booth Tarkington, Theodore Dreiser, Edith Wharton, Zona Gale, and Willa Cather.

Mr. Lewis was introduced to his audience by J. P. McEvoy, author of "Psalms of Life." The gathering was made up of booksellers and certain of their customers invited by them to hear Mr. Lewis talk. The Booksellers' League is to arrange similar talks by authors at intervals thruout the year, in order to give their customers an opportunity to meet and become acquainted with some of the writers whose books they know and enjoy.

Interested in American Tariff

THE Publications Committee of the Anglo-American Chamber of Commerce in London took action in presenting its views to the Congress at Washington on the subject of tariff revision. Fisher Unwin was asked to draft a cable to the United States Chamber of Commerce, asking them to present to Congress the need of so revising the statutes that the present method of appraisement would not be continued. It was pointed out that there had been considerable hardship in the habit of the appraisers in requiring that shipments from England should be appraised at the English wholesale rates, whereas the additional rate for the American market is something quite different. This is the same contention that is being brought before Congress by the National Association of Book Publishers thru the Chairman of its special Committee, John Macrae of E. P. Dutton & Company.

The same Committee has made inquiry of the United States Chamber of Commerce as to the likelihood of America's signing the Berne Convention. The reply received stated that the Librarian of Congress and the Registrar of Copyright believe strongly that the United States should participate as soon as possible in the Berne Convention. It was its opinion, however, that the trade unions were still opposed to the exclusion of the manufacturing clause from the United States copyright laws. The United States Chamber suggested that the English Committee might write directly to the Senate and House Committees on Patents, and pointed out that the Commission of Education and the Department of Interior might also be interested.

Philadelphia Booksellers Meet

NEARLY 150 people sat down at the annual Ladies' Night of the Philadelphia Booksellers' League on March 17th, and the long guest table was presided over by Charles Sessler, the Walnut Street bookseller. There were guests from other cities, including Lowell Brentano, who brought the Atlantic City invitation of the Convention Committee, Eugene L. Herr from Lancaster, speaking for the American Booksellers' Association, and Frederic G. Melcher, who presented the thanks of the Year Round Bookselling Committee for the co-operation of Philadelphia for all the selling efforts of the past year.

Mrs. Cornelia Stevenson, one of the most famous and beloved figures in Philadelphia, was toastmistress. Mrs. Stevenson, tho 74 years of age, presided with fine grace and vivacity, recalling interestingly that Philadelphia had the first literary dinners, arranged for by Matthew Carey in 1802. "It was Matthew Carey who had broached in 1801 the idea of a series of book fairs in imitation of the book fairs of Germany, and his circulars, issued in December of that year, called for a meeting in New York in June, 1802. It was then decided to hold thereafter a fair in Philadelphia on every October and one in New York in April, and at the first Philadelphia gathering Matthew Carey presided at 'the first American booksellers' dinner'."

Mrs. Elizabeth Robbins Pennell, co-author with her husband of "The Life of James McNeil Whistler," was the first speaker introduced by Mrs. Stevenson, and she was followed by Mr. Cottell, City Statistician, George R. Cartwright of California, speaking on "Americanism," and Dr. Wilmer Krusen, Vice President of Temple University, speaking on "Doctors and Literature."

After the banquet there were two hours of music, dancing and good fellowship.

The Philadelphia League has now 125 members, and has enjoyed an unusually successful season.

The Paper Situation

COMPETITIVE offers in the field of book paper have brought the cost down at a rapid rate since January. The *Paper Trade Journal* is giving as the average cost of book paper 8½ to 11 cents a pound. One reason for this rapid drop is probably seen in the reports of the condition of advertising in the general periodicals.

The *Printers' Ink* report for February periodicals shows a decrease of about 33% over the record of a year ago. This would release an enormous amount of paper and in part accounts for the competitive condition of the market.

The French Book in America

THE jury appointed by the France-America committee and composed of Gabriel Hanotaux, Maurice Barrès, Emile Boutroux, Henri Bordeaux, Alfred Croiset, Henri Roger, A. Souchon, Joseph Bertrand, Louis Gillet, Louis-Jaray, etc., has given out the ten recent works chosen for last month from the ten categories previously designated. They are as follows: Henri Bergson: L'Energie spirituelle (works of the intellect);—Boulay de la Meurthe: Histoire des négociations du Concordat de 1801 (history and general politics);—Rist: Les finances de guerre de l'Allemagne (economics, industry, commerce and finance);—André Beaunier: L'Amour et le secret (fiction);—Henri de Regnier: Poésies, 1914-1916 (poetry and arts);—Eschyle: text ascertained and translated by M. P. Mason (ancient and modern literatures and literary criticism);—Gaston Rageot: La Natalite: ses lois économiques et psychologiques (philosophy and sociology);—F. Larnaude: La Société des Nations (law);—Gley: Traité de physiology (medical sciences); C. G. Picavet: La Suisse (foreign countries).

Catholic Endorsement

THE plan for an emphasis on religious books in March has been taken up enthusiastically by the Roman Catholic organizations, and the National Catholic Welfare Council of Washington sent out a letter to the churches, endorsing the idea and urging emphasis on the reading and ownership of religious books.

A New Colyum

SOMETHING new in book display advertising has been coming out this year from Putnam's publicity department, a colyum engineered by Robert G. Anderson and signed by his initials in true colyum style. This material has been appearing in the New York literary papers, using long single space with varied types for various turns of comments, quips and quotations and with appropriate reference to the national selling campaign. Mr. Anderson has made interesting book advertising of a new type which ought to catch the eye of the public and bring results.

English Notes

GEORGE H. Grubb, who has been Chairman since the organization of the Publications Committee of the Anglo-American Chamber of Commerce, insisted on retiring at the first annual meeting, it being his expressed opinion that it would be better for the work of the Committee if a new Chairman should be elected each year. There was considerable protest on this, but, as Mr. Grubb's objection could not be overcome, Mr. F. Ormsby Cooke, English representative of the McGraw Hill Publishing Company, was elected as Chairman, with Mr. Grubb as Vice-Chairman.

Postal Matters

ARTICLES for delivery thru the United States Postal Agency at Shanghai, China, are subject to Chinese customs duties. It will expedite the examination of the contents of the packages, if packages are accompanied by customs declarations or invoices, Postmasters are, therefore, requested to see to it that all packages for Shanghai, China, either have a customs declaration (Form 2966) properly filled out and securely attached thereto, or that an invoice is inclosed in the package, the latter fact to be indicated by marking plainly on the cover or wrapper 'Invoice inclosed.'"

Advertising Drives in Stationery

THE plan of the Year Round Bookselling Committee to provide the retailer with suggestive campaigns for different months will receive additional value from some of the nation-wide advertising drives arranged by the Executive Committee of the National Stationers' Association.

The time for displaying wedding stationery as suggested by the stationers is April 25th-May 4th, which could be well followed by the bookseller with his special display of books for weddings keyed to the poster, which is being provided from the headquarters.

The date of June 27th-July 2nd is suggested by the stationers as the time for displaying going away goods for picnics and vacations. This will be just the occasion to have the other windows arranged in tune with the book-trade slogan "Take Along A Book."

August 29th-September 3rd is suggested for a display of school goods, pens and pencils, and in the other window or in the succeeding window would be the book department's display of dictionaries, atlases and textbooks.

October 3rd-8th is a second wedding week, when the bookseller can revise his attractive June poster and make another approach to the buyers of wedding gifts.

October 10th-15th is set out as the special week for displaying greeting cards for the holidays. This will be the first appearance of the holiday note in the windows and will prepare the way for a suggestion by booksellers that the early buyers are the most happy buyers of Christmas gifts.

Among the Publishers

A Week's Gleanings of Book-trade News

LOUIS COUPERUS, the famous Dutch novelist, has written a new novel, "Majesty," which Dodd Mead publishes this week.

"AVON'S HARVEST," a drama in blank verse, by Edwin Arlington Robinson, is to be published by Macmillan this month.

THE SECOND volume of Hendrik Van Loon's "Ancient Man," "Greece and Rome" will be published by Boni and Liveright in September.

THE THREE final titles in the *Dave Porter* Series, by Edward Stratemeyer, are announced by Lothrop, Lee and Shepard for publication April 15 in a new popular edition.

KNOPF will publish April 22, "Resurrecting Life," poems by Michael Strange (Mrs. John Barrymore) with drawings, one drawing in full color, by John Barrymore.

IN APRIL, Little Brown will publish a new Thornton Burgess book "Lightfoot The Deer," with eight illustrations in color by Harrison Cady.

MANY A youthful frequenter of booksellers' counters will be glad to know that "Three-Base Benson" by Ralph Henry Barbour will be published by Appleton this spring.

THE NATIONAL LIBRARY for the Blind of 18 Tufton St., Westminster, S. W., is putting into Braille H. G. Wells' "The Outline of History." Another title in process of transcription is "The Italian Painters of the Renaissance" by Bernard Berenson.

THE NOURSE Company has purchased from the Prang Co., of Chicago the plates and stock on hand of the following painting books: "Peter Pan Painting Book", "Robinson Crusoe Painting Book," "Hiawatha Painting Book" "Hansel and Gretel Painting Book" and "Alice in Wonderland Painting Book."

THE LONG suppressed letters between Bismarck and the Kaiser will be published by Harper this spring. This important collection of letters and state papers were suppressed by means of an agreement with the Bismarck heirs that no portion of the correspondence should be given to the public until after the Kaiser's death. The general upheaval in Germany and the abdication of the Kaiser have changed the determination of the heirs and by a special arrangement with Cotta, the German publisher, the book is to be published.

THE TWO-VOLUME "Life of Whitelaw Reid" by Royal Cortissiz is one of the most important books on Scribners' spring list.

BARSE AND HOPKINS announce for spring publication "Ballads of A Bohemian" by Robert W. Service.

"GUNS OF THE GODS," Talbot Mundy's new book which Bobbs-Merrill bring out this spring is a story of the youth of Yasmini the heroine of "King of the Khyber Rifles." 'Nuf Said!'

"THE ROYAL BOOK OF OZ," the 1921 Oz book is edited by Ruth Plumly from the unfinished notes by L. Frank Baum. The book is illustrated by John R. Neill (Reilly & Lee).

"ROSA MUNDI," a new collection of tales by Ethel M. Dell (Putnam), will make best sellers look to their laurels, for Miss Dell's ability to win to that rank is famous.

JOSEPH CONRAD is making a pilgrimage to Corsica where he will check up material and absorb atmosphere for the Napoleonic novel which he has in preparation.

"WILLIAM MORRIS and the Early Days of the Socialist Movement" by J. Bruce Glasier, which Longmans, Green has just published has material of interest to students of literature, and to those studying the history of the socialist movement.

THE PAGE CO. has added to its *See America First Series*, three new volumes: "Utah: The Land of Blossoming Valleys" by George Wharton James; a new edition of "On Sunset Highways; A Book of Motor Rambles in California" by Thomas D. Murphy; and "Virginia: The Old Dominion as Seen from Its Colonial Waterway, the Historic River James" by Frank and Cortelle Hutchins.

A rhymed review of "Cactus Center: Poems of an Arizona town" by Arthur Chapman by Keith Preston concludes:

"So, Art, I ain't denying that your Pegasus has swing. Yep, you've got the water rights, Art, on the Pyorrhœan spring. You're the Bret Harte of the bullocks an' the Bill Hart of the beeves, an' you've cornered Kipling's aces in your literary sleeves."

"ATLANTIC USUAGE" by George B. Ives, based upon the traditions of the *Atlantic Monthly* office in the matter of punctuation, spelling, syllabification, which was promised for our guidance some time ago, is now scheduled for publication about May 15 by the Atlantic Monthly Press.

Changes in Prices

HARVARD UNIVERSITY PRESS

On April 1st the price of Taussig's "Some Aspects of the Tariff Question" will be increased to $3.50 a copy.

Obituary Notes

FLORENCE L. BARCLAY, the novelist, died March 10, of heart failure following an operation. She was born December 2, 1862. Her first novel was "The Wheels of Time" written when she was forty-five years old. Her most famous and successful novel was "The Rosary" written the next year, 1909. "The Rosary" in the regular edition published by Putnam reached in America a sale of 500,000 copies and in the Grosset and Dunlap reprint edition a sale of over 300,000. Her other novels were: "The Mistress of Shenstone," 1910; "The Following of the Star," 1911; "Through the Postern Gate," 1912; "The Upas Tree," 1912; "The Broken Halo," 1913; "The Wall of Partition," 1914; "My Heart's Right There," 1914; "In Hoc Vince," 1915; "The White Ladies of Worcester,' 1917.

HENRY PAYSON DOWST, who was general manager of the Small, Maynard Company for a number of years prior to 1916, died in New York City, after a long illness, on March 13th. He was born at Bangor, Maine in 1876 and graduated from Harvard University in 1899. He was the author of numerous short stories that appeared in periodicals, and the following books: "Little Sir Galahad," (under the nome-de-plume of Phoebe Gray) "Radcliffe College," (1913.) "Random Notes of Boston" (1913) "Bostwick's Budget" (1920) and "The Man from Ashaluna" (1920). For the past five years he was on the staff of Frank Seaman, Inc., as a writer of publicity. He is survived by his wife, two sons and a daughter.

Communications

More "Guaranteed Books"

Chapman's Bookstore,
190 Peel Street, Montreal,
March 11th, 1921

Editor, PUBLISHERS' WEEKLY:

Many thanks for the suggestion contained in the recent article by Mr. Hudson on Frank Shay's system of "recommended books." We have been glad to adopt and adapt. Our thanks to the originator, Mr. Shay. If one cannot originate, one can at least use common sense and copy.

I would take the opportunity to ask you again to remind the American publishers as often as you can of the importance of proper invoices in connection with valuation on parcels, full street addresses on invoices and parcels; also, of the importance of sending invoices in triplicate by mail at the time of shipment or at least on the next day.

Yours sincerely,
(Signed) A. T. CHAPMAN.

Periodical Notes

CONDE NAST, publisher of *Vogue, Vanity Fair* and *House & Garden,* New York, has bought the Arbor Press, Greenwich, Conn., built by Douglas McMurtrie.

Better Times, a new monthly illustrated magazine, published at 70 Fifth Avenue, serves charity in New York City, as a trade paper serves business. The publication reports the most important activities of the 2000 philanthropic and public welfare agencies in that city. It enables those who contribute to the support of these organizations to know how their money is being spent and advises the executives of the various organizations what the other agencies are doing.

Personal Notes

WILLIAM M. BADENHOP, traveler for thirteen years for the J. S. Ogilvie Publishing Co., has recently resigned his position having bought a retail business in Brooklyn, where his prospects seem good and where he feels that he will be able to enjoy some of the home life and rest which are not usually possible for a road salesman. During his connection with the house he made many personal friends who will miss his cheery smile. It is with regret that the Ogilvie Company accepted his resignation.

Business Notes

PORTSMOUTH, N. H.—Walter H. Lowry has made considerable addition to the quarters of The Acorn Bookshop for accommodation of a growing business and in preparation for the active summer season. Mr. Lowry, who was for many years connected with the W. B. Clarke store in Boston, opened this business six years ago, and has been able to prove that a city of the size of Portsmouth will give increasing support to a bookseller of enterprise.

CHICAGO, ILL.—Benjamin Silberman, formerly with A. Kroch & Co., has started in business for himself at 58 East Washington St. (Suite 314) and will specialize in imported books on Art and Decoration, Ornaments, Posters and Medicine.

DETROIT, MICH.—Miss A. Mitchell is now in charge of the Book Department at Crowley Milner & Company's, succeeding J. W. Dennis.

NEW YORK CITY.—Harris-Dibble Company, Brokers in Publishing Businesses, has removed from 171 to 297 Madison Avenue, corner of 41st Street. Here it occupies an entire floor.

NEW YORK CITY—Scott, Forsman & Co.'s New York office has been removed to 5 West 19th Street.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth. Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.) Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Bailey, Carolyn Sherwin
The torch of courage. 120 p. il. D c. '21 Bost., Milton Bradley Co., 120 Boylston St. $1

Barbour, Ralph Henry
My dog's story; il. by J. Rae. 182 p. pls. D [c. '14-'20] N. Y., Dodd, Mead $1.50 n.
Formerly published under title "Story my doggie told to me."

Bellows, Henry Adams
Highland light and other poems. 10+135 p. D c. N. Y., Macmillan $1.75 n.

Benignus, William i. e. Herman Wilhelm Heinrich
Woodstock stories, poems and essays; a book of the Catskills for the people. 40 p. il. O [c. '21] N. Y. [Author], 330 E. 69th St. pap. $1

Bible. Old Testament
Stories from the Old Testament; retold by Logan Pearsall Smith. 57 p. S Bost., John W. Luce & Co., 212 Summer St. bds. 75 c.
A re-interpretation of a few incidents in the lives of some of the Old Testament characters, for teachers and their pupils.

Blackmore, Richard Doddridge
Lorna Doone; a romance of Exmoor; with 16 il. in colors. 646 p. O '20 N. Y., Dodd, Mead $3 n.

Blunt, John Henry
The book of church law; being an exposition of the legal rights and duties of the parochial clergy and the laity of the Church of England; with a preface by the Rt. Hon. Lord Phillimore; rev. by G. Edwardes Jones; 11th ed.; corrections after the 7th ed. by G. E. Jones. N. Y., Longmans, Green $5 n.

Boyle, James Ernest
Rural problems in the United States. 142 p. S (The National social science ser.) c. Chic., McClurg $1

Brown, Bolton Coit
J. J. Lankes; painter-engraver on wood; [a critical essay] no paging front. il. O [c. '21] Kansas City, Mo., Alfred Fowler, 17 Board of Trade bds. $1.50

Bruhns, Karl Christian
Neues logarithmisch-trigonometrisches handbuch auf sieben decimalen; 13th ed. 23+610 p. tabs. O N. Y., G. E. Stechert $2.50 n.

Carrington, Hereward
True ghost stories. 246 p. D ['15-'20] N. Y., Dodd, Mead $1.75 n.
Published in 1915 by J. S. Ogilvie Publishing Co.

Chaffee, Allen
The travels of Honk-a-tonk. 128 p. D c. '21 Bost., M. Bradley $1 n.

Chalif, Louis Harvy
The Chalif text book of dancing; bk. 3, Greek dancing. 232 p. front. (por.) pls. diagrs. D [c. '20] N. Y. [Author], 163 W. 57th St. $5 n.
All phases of the art of Greek dancing are discussed in this volume, the illustrations made from photographs.

Cohen, Julius Berend
Organic chemistry for advanced students; pt. 2, Structure; pt. 3, Synthesis; 3rd ed. 7+435; 7+878 p. diagrs. O N. Y., Longmans, Green ea. $6.50 n.

Achilles, Edith Mulhall
Experimental studies in recall and recognition. 80 p. tabs. diagrs. O (Archives of psychology, 44) '20 N. Y., G. E. Stechert pap. $1.25

Association of Official Agricultural Chemists
Official and tentative methods of analysis of the Association of official agricultural chemists; as comp. by the Committee on revision of methods; with an introd. by Harvey W. Wiley; rev. to Nov. 1, 1919. 12+417 p. il. O '20 Wash., D. C., Assn. of Official Agric. Chemists buck. $5 bxd.

Bauer, Clyde Max, and Reeside, John B., jr.
Coal in the middle and eastern parts of San Juan Co., New Mexico. various paging pls. fold. charts fold. maps tabs. O (Dept. of the Interior, U. S. Geol. Survey, bull. 716-G Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Campbell, Marius Robison
Character of coal in the Thomas bed near Harrison, West Virginia. various paging O (Dept. of the Interior, U. S. Geol. Survey, bull. 716-H) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Chase, Mrs. Agnes
The North American species of pennisetum. various paging il. O (Contributions from the U. S. Nat. Herbarium, v. 22, pt. 4; Smithsonian Inst., U. S. Nat. Museum) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Cross, L. M.
How to make good as a book salesman. 32 p. D '21 Phil., Vir Pub. Co. pap. gratis

Commons, John Rogers, ed.
Trade unionism and labor problems; 2nd ser.; ed. with an introd. [New ed.] 13+838 p. tabs. diagrs. forms facsms. O [c. '21] Bost., Ginn $4 n.

Cooper, Henry St. John
James Bevanwood, baronet. 8+252 p. D [c. '21] N. Y., Doran $2 n.
A home story, in which is set forth the effect of an inherited title upon a man and woman, who could not be spoiled by sudden good fortune.

Cortissoz, Royal
The life of Whitelaw Reid; 2 v.; v. 1, Journalism—war—politics; v. 2, Politics—diplomacy. 10+424; 6+471 p. O c. N. Y., Scribner $10 n.
A record of the life and career of Mr. Reid, which the author has made from letters, documents, and the memories of his close professional association with him. Mr. Cortissoz is literary and art editor of the New York *Tribune*.

Crabb, Arthur, pseud.
Ghosts; a Samuel Lyle mystery story. 261 p. front. D c. N. Y., Century $2 n.
The story of a mysterious burglary which takes place at a fashionable summer resort, and which is solved by Samuel Lyle.

Crook, Thomas
Economic mineralogy; a practical guide to the study of useful minerals. 11+492 p. il. tabs. diagrs. O N. Y., Longmans, Green $8 n.
A book to meet the needs of one who wishes to restrict his attention to the utilitarian side of the subject.

Dalton, Hugh
Some aspects of the inequality of incomes in modern communities. 12+360 p. diagrs. O '20 N. Y., Dutton $6 n.
A discussion of the problem of the distribution of wealth from some new points of view, also a detailed criticism of the theories of distribution put forward by various schools of economic thought.

Davis, Edward H.
The Papago ceremony of Vikita. various paging pls. S (Indian notes and monographs, v. 3, no. 4, a ser. of pub. relating to the Am. aborigines.) '20 N. Y., Museum of the Am. Indian, Heye Foundation pap. apply

De Morgan, William Frend
The old man's youth and the young man's old age. 528 p. D c. '20 N. Y., Holt $2 n.
The last novel which was written by De Morgan, finished by his wife, who added two chapters to make what he had written intelligible.

Dickinson, Thomas Herbert, ed.
Chief contemporary dramatists; 2nd ser.; eighteen plays from the recent drama of England, Ireland, America, France, Germany, Austria, Italy, Spain, Russia, and Scandinavia. 6+734 p. O [c. '21] Bost., Houghton Mifflin $4.50 n.
Plays by W. S. Maugham; Eugene Walter, Sacha Guitry, Schnitzler, d'Annunzio, Gorki, Heiberg and others.

D'Ooge, Benjamin Leonard
Concise Latin grammar. 18+410 p. D [c. '21] Bost., Ginn $1.48 n.

Downing, Andrew Jackson
Landscape gardening; 10th ed.; rev. by Frank A. Waugh; including many chapters from Downing's Rural essays; [bibliography by Charles R. Green.] 14+439 p. il. O [c. '21] N. Y., Wiley $6 n.

Drukker, Hazel
Phyllis May and her dollies. il. D c. '20 Newark, N. J., Barse & Hopkins, 21 Division St. $1.25

Elliot, Harrison S.
How Jesus met life questions. 160 p. D (Problem discussion) c. '20 N. Y., Assn. Press 90 c.

Ellis, Stewart Marsh
George Meredith; his life and friends in relation to his works. 326 p. il. O '20 N. Y., Dodd, Mead $6 n.

Fidler, Florence G.
A handbook of orchestration; with musical il. in the text and 4 compass charts. 8+134 p. (4½ p. bibl.) D (Library of music and musicians) '21 N. Y., Dutton bds. $2 n.

Figgis, John Neville
The political aspects of S. Augustine's "City of God." 132 p. (4¼ p. bibl.) O N. Y., Longmans, Green $2.50 n.

Flanner, Hildegarde
This morning; poems. 14 p. sq. O (Salvo 3.) '21 c. '20-'21 N. Y., Frank Shay, 4 Christopher St. pap. 50 c.

Fletcher, John Gould
Breakers and granite. [verse] 163 p. D c. N. Y., Macmillan $1.75 n.
Some of these poems appeared in *The New Republic, The Little Review, The Egoist, Others* and other magazines.

Geley, Gustave
From the unconscious to the conscious; tr. from the French by S. De Brath; with a foreword by J. D. Beresford. 27+326 p. pls. O N. Y., Harper $3 n.
An explanation of hypnotism, abnormal and alternating personalities, neurasthenia, spiritualism, etc.

Hawkes, William H.
Factory chemistry; preparatory to courses in metallurgy and metallography. 7+59 p. tabs. D c. N. Y., Longmans, Green $1 n.
The author is a member of the department of chemistry, Ford Inst. of Technology, Detroit.

Heath, Fenno Follansbee
My children's line and circle book. no paging il. obl. D (My children's books) [c. '21] N. Y., Lloyd Adams Noble pap. $1

Heidenstam, Verner, von
The Charles men; 2 pts.; tr. from the Swedish by Charles Wharton Stock; with an introd. by Fredrik Böök. 25+269; 286 p. D (Scandinavian classics, v. 15) c. '20 N. Y., The American-Scandinavian Foundation, 25 W. 45th St. ea. $2 n.
The story of the fall of the Swedish Empire, and the desperate contest of the inflexible ruler, Charles XII.

Ferguson, Henry Gardiner
The Mongolian district, New Mexico. various paging fold. charts O (Dept. of the Interior, U. S. Geol. Survey, bull. 715-L) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap.

Higgins, Aileen Cleveland [Mrs. John Archibald Sinclair]

The psychology of nursing. 16+337 p. D c. N. Y., Putnam $2.50 n.

The purpose of this volume is to give the nurse a grasp upon the elements of psychology so essential in her work, and to enable her to apply them in a practical way.

Hill, Grace Brooks

Corner house girls on a houseboat. il. D (Corner house girls ser.) c. '20 Newark, N. J., Barse & Hopkins $1

Hodge, Frederick Webb

List of publications of the Museum of the American Indian, Heye Foundation. 38 p. S (Indian notes and monographs, a ser. of pub. relating to the Am. aborigines) '21 N. Y., Museum of the Am. Indian, Heye Foundation pap. apply

Huckerby, Thomas

Petroglyphs of Grenada and a recently discovered petroglyph in St. Vincent. various paging (1 p. bibl.) il. pls. S (Indian notes and monographs, v. 1, no. 3, a ser. of pub. relating to the Am. aborigines) '21 N. Y., Museum of the Am. Indian, Heye Foundation pap. apply

International Correspondence Schools

The advertiser's handbook; a book of reference dealing with plans, copy, typography, illustration, mediums, management, and other details of advertising practice; 2nd ed. 14+445 p. pls. facsms. tabs. T (I. C. S. handbooks) [c. '10-'21] Scranton, Pa., International Textbook Co. $1; leath. $1.50

The business man's handbook; a handbook of reference for business men; 3rd ed. 42+318 p. tabs. diagrs. map facsms. forms T (I. C. S. handbooks) '20 c. '01-'20 Scranton, Pa., International Textbook Co. $1; leath. $1.50

The cotton textile worker's handbook; a convenient reference book for all persons interested in the spinning of cotton yarns, the weaving of cotton fabrics, and the yarn and cloth calculations incidental thereto; 2nd ed. 26+367 p. tabs. diagrs. il. charts T (I. C. S. handbooks) [c. '13-'20] Scranton, Pa., International Textbook Co. $1; leath. $1.50

The mariners' handbook; a convenient reference book for officers and enlisted personnel in the naval service for navigators, yachtsmen, and seamen of all classes, and for all persons interested in the navy, the merchant marine and nautical matters generally; 3rd ed. 12+405 p. col. pls. diagrs. tabs. T (I. C. S. handbooks) plans '20 c. '06-'20 Scranton, Pa., International Textbook Co., 438 Wyoming Ave. $1; leath. $1.50

Jansen, Murk

On bone formation; its relation to tension and pressure. 114 p. pls. O N. Y., Longmans, Green $7.50 n.

Kastner, L. E., and Charlton, H. B., eds.

The poetical works of Sir William Alexander, Earl of Stirling, v. 1, The dramatic works; with an introductory essay on the growth of the Senecan tradition in renaissance tragedy. 199+482 p. O N. Y., Longmans, Green $10.50 n.

Kay, Ross

The underground spy. il. D (The big war ser.) c. '20 Newark, N. J., Barse & Hopkins $1

Kelley, Ethel May

Beauty and Mary Blair; a novel. 282 p. D c. Bost., Houghton Mifflin $2 n.

The intimate story of the family life of a young girl, who wished to lead a gayer life than that planned for her by her grandmother.

Kincaid, Charles Augustus, tr.

Tales of the Saints of Pandharpur; [tr. from the Bhaktivijaya of Mahipati.] 120 p. O N. Y., Oxford Univ. Press $2

Krilóff, Iván Andréevich

Krilóff's fables; tr. from the Russian into English in the original metres by C. Fillingham Coxwell. 8+176 p. il. D N. Y., Dutton $2 n.

Eighty-six fables, seventy-one of which are original.

Lange, David C.

Shades and shadows. 5+134 p. il. pls. O [c. '21] N. Y., Wiley $2.50 n.

How to cast shades and shadows of any object, especially those of architecture.

Laut, Agnes Christina

The fur trade of America. 15+339 p. front. pls. diagrs. maps (endpapers) O c. N. Y., Macmillan $6 n.

The story of the American fur market and what every one should know about furs, if he intends to buy, also the laws of United States and Canadian Provinces revised to date on seasons for different furs.

Lawrence, Frederick William Pethick

Why prices rise and fall. 64 p. O (World of today ser.) N. Y., Oxford Univ. Press $1 n.

Lawson, Kate, Lady

The life of Gnat; and other stories. 112 p. il. D '20 N. Y., Frederick Warne & Co. bds. $1.25

Stories of dogs and other animals, told for children.

Jenness, D., and Ballantyne, A.

The northern D'Entrecasteaux; with a preface by R. R. Marett. 220 p. il. maps O N. Y., Oxford Univ. Press $6.25 n.

Johnson, Gifford H., comp.

The church of Waltham Holy Cross; a guide to Waltham Abbey; 2nd ed., rev. and enl. 6+58 p. il. plans O N. Y., Oxford Univ. Press 45 c.

Herford, C. H.

The normality of Shakespeare illustrated in his treatment of love and marriage. 16 p. O (The English Assn., pamphlet no. 47) N. Y., Oxford Univ. Press pap. 90 c.

Kansas State Agricultural College

The etiquette and service of the table. 36 p. pls. D (Dept. of food economics and nutrition) c. '20 Manhattan, Kansas, Kansas State Agric. Coll. pap. 25 c.

Lee, Sir Sidney, ed.
The concise dictionary of national biography; from the beginnings to 1911; being an epitome of the main work and its supplement; to which is added an epitome of the supplement 1901-11; [containing 30,000 biographies of famous British men and women.] 8+1456+4+130 p. O N. Y., Oxford Univ. Press $14.40; ½ mor. $28.35; India pap. $19

Lie, Jonas Lauritz Idemil
The family at Gilje; a domestic story of the forties; tr. from the Norwegian by Samuel Coffin Eastman; with an introd. by Julius Emil Olson; [preface by Hanna Astrup Larsen]. 31+245 p. D (Scandinavian classics, v. 14) c. '20 N. Y., The American-Scandinavian Foundation $2 n.
A realistic novel of Norwegian life.

Lowndes, Mrs. Marie Adelaide Belloc
From out the vasty deep. 279 p. D [c. '21] N. Y., Doran $1.90 n.
A story of love, romance, mystery and ghosts.

Miner, Clarence E.
The ratification of the federal constitution by the state of New York. 135 p. (3 p. bibl.) O (Studies in hist., economics, pub. law; v. 94, no. 3, whole no. 214) c. N. Y., Longmans, Green pap. $1.50

Minnigerode, Meade
The big year; a college story; [col. front. by R. M. Crosby.] 5+287 p. D c. N. Y., Putnam $2 n.
The story of a college and the college town, in which there is life and pathos interwoven.

Morse, Hosea Ballou
The trade and administration of China; 3rd rev. ed. 15+505 p. pls. diagrs. (part fold.) facsms. (part fold.) O N. Y., Longmans, Green $9 n.

Mucke, Hellmuth von
The Ayesha; being the adventures of the landing squad of the Emden. 222 p. il. D '21 Bost., Four Seas Co. $2 n.; in German $2 n.

Nicklin, T.
The sounds of standard English; with some notes on accidence and syntax. 101 p. O N. Y., Oxford Univ. Press $1.35

Oetteking, Bruno
Morphological metrical variation in skulls from San Miguel Island, California; 1, The sutura nasofrontalis. 85 p. (1 p. bibl.) diagrs. pls. S (Indian notes and monographs. v. 7, no. 2, a ser. of pub. relating to the Am. aborigines) '20 N. Y., Museum of the Am. Indian, Heye Foundation pap. apply

Orpen, Goddard Henry
Ireland under the Normans; 1216-1333; v. 3-4. 314; 344 p. map O N. Y., Oxford Univ. Press $13.50
These volumes complete the detailed study of the Anglo-Norman period of Irish history begun in 1911.

Paine, Albert Bigelow
The tent dwellers; with il. by Hy. Watson. [New ed.] 279 p. front. pls. O [c. '08-'21] N. Y., Harper $2.25 n.

Patten, Gilbert [Burt L. Standish, pseud.]
The call of the varsity; il. D (College life ser.) c. '20 Newark, N. J., Barse & Hopkins 75 c.
The man on first. il. D (The big league ser.) c. '20 Newark, N. J., Barse & Hopkins 75 c.

Perkins, Lucy Fitch [Mrs. Dwight Heald Perkins]
The Italian twins; il. by the author; [school ed.] 151 p. front. D (Geographical ser.) [c. '20] Bost., Houghton Mifflin 96 c.

Phillpotts, Eden
The grey room. 266 p. D c. N. Y., Macmillan $2 n.
A ghost story, a mysterious room, and a series of murders are all part of this novel.

Porter, Eleanor Hodgman [Mrs. John Lyman Porter, Eleanor Stuart, pseud.]
Sister Sue. 310 p. front. pls. D c. Bost., Houghton Mifflin $2 n.
The story of the life of self sacrifice led by a young girl, who put all of her own ambitions to be a great musician behind her in order to help those she loved. This is Mrs. Porter's last novel.

Raine, William MacLeod
Gunsight pass; how oil came to the cattle country and brought the new West. 6+331 p. D c. Bost., Houghton Mifflin $2 n.
The story of a cattle-man who is sent from the range to the penitentiary on a false charge of manslaughter. Upon his release he returns to his country and finds it developed into great oil fields.

Lesher, Carl E.
Coal in 1918; pt. B, Distribution and consumption. various paging tabs. fold. map O (Dept. of the Interior, U. S. Geol. Survey) Wash., D. C., Gov. Pr. Off., Supt of Doc. pap.

Liddle, R. A.
The geology and mineral resources of Medina County [Tex.]. 173 p. pls. tabs. (part. fold.) diagrs. fold. col. map O (Bull. no. 1860) Austin, Texas, Univ. of Texas pap.

McDougall, William
Anthropology and history; being the 22nd Robert Boyle lecture delivered before the Oxford Univ. Junior Scientific Club, on June 9, 1920. 26 p. O N. Y., Oxford Univ. Press 90 c.

Mansfield, George Rogers
Geography, geology, and mineral resources of the Fort Hall Indian reservation, Idaho; with a chapter on Water resources by W. B. Heroy. 152 p. pls. (part fold.) fold. charts fold. maps (part in pocket) O (Dept. of the Inteir, U. S. Geol. Survey, bull. 713) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 50 c.

Negley, Georginia G., comp.
East Liberty Presbyterian Church; with historical setting and a narrative of the centennial celebration; April 12-20, 1919. 256 p. front. (por.) pls. pors. O Pittsburgh, Pa., Presbyterian Bk. Store, Wood St. & 6th Ave. $2

Nordenskiold, Erland
The material culture of two Indian tribes in the Gran Chaco; an ethno-geographical analysis; with il., maps and bibliography. 12+296 p. O (Comparative ethnographical studies, 1) N. Y., Oxford Univ. Press pap. $9

Rand, McNally political atlas; a compendium of facts and figures, platforms, biographies and portraits; the men and the issues of the presidential campaign of 1920. 16 p. Q c. '20 Chic., Rand, McNally & Co. pap. 25 c.

Rieu, E. V.
The tryst and other poems. 56 p. O N. Y., Oxford Univ. Press $1.75 n.

Ritchie, Lily Munsell
Adventures of chicken little Jane. il. D (Chicken little Jane ser.) c. '20 Newark, N. J., Barse & Hopkins $1.50 n.
Chicken little Jane on the Big John. 390 p. il. D (Chicken little Jane ser.) c. '20 Newark, N. J., Barse & Hopkins $1.50

Robinson, Mrs. Corinne Roosevelt
The poems of Corinne Roosevelt Robinson. 14+280 p. D '21 c. '12-'21 N. Y., Scribner $2.25 n.
This volume includes the previous volumes of Mrs. Robinson's verse, together with several new poems.

Robinson, Emily, and Johnsen, Julia E., comps.
Vocational education; 2nd and rev. ed. 65+359 p. D (The handbook ser.) N. Y., H. W. Wilson Co. $1.25 n.

Ross, Estelle
Paths of peace; bk. 1. 126 p. il. pors. O N. Y., Oxford Univ. Press 80 c.
Stories of men and women in the world's history who have accomplished great things for the good of their fellow men by peaceful means.

Salade, Robert Francis
How paper boxes are made; a practical and instructive book telling how the beginner may manufacture all kinds of paper boxes; with special chapters on the printing department for paper box plants, embossing, gold leafing, label work, etc. 225 p. il. pls. diagrs. S c. '20 Lafayette, Ind., The Shears Pub. Co. $2.50 n.
Instructions for manufacture of paper boxes, together with full information as to proper mechanical equipment.

Sawyer, Ruth [Mrs. Albert C. Durand]
The silver sixpence; il. by James B. Crank. 331 p. front. pls. D c. N. Y., Harper $1.75 n.
A story of the stage and of the faith a girl had in the man she loved.

Schlomann, Alfred
Illustrated technical dictionary in six languages; English, German, French, Russian, Italian, Spanish; ed. according to the novel method "Deinhardt-Schlomann"; v. 13, Building construction; Civil engineering. 15+1030 p. il. diagrs. nar. D N. Y., G. E. Stechert & Co. $5 n.

Scholes, Percy A.
Musical appreciation in schools; why and how?; comprising a brief general discussion of the subject and a Teacher's companion to The book of the great musicians; with an introd. by Sir Hugh P. Allen. 42 p. O N. Y., Oxford Univ. Press pap. 70 c.

Seligsberg, Alfred F.
Invalid Europe; some impressions of recent travel. 159 p. D [c. '21] N. Y., Boni & Liveright $1.75 n.
Chapters on England, France, Germany, Italy.

Seton, Ernest Thompson
Woodland tales; with drawings by the author. 15+238 p. D '21 c. '05-'21 Garden City, N. Y., Doubleday, Page $2 n.
Stories for children on the ways of the woods and their inhabitants.

Shay, Frank, comp.
Iron men and wooden ships; sailor chanties. 11 p. sq. O (Salvo 2) N. Y., Frank Shay pap. 50 c.

Singer, Charles
Early English magic and medicine; [a paper on the medical practice of the Dark Age (pre-Arabian) in England.] 34 p. il. O (British academy) N. Y., Oxford Univ. Press pap. $1.80

Skelton, Oscar Douglas
The life and times of Sir Alexander Tilloch Galt. 8+586 p. il. O N. Y., Oxford Univ. Press $6.50 n.

Sleight, W. G.
The organization and curricula of schools. 7+264 p. tabs. D (The modern educator's library) N. Y., Longmans, Green $2 n.

Southworth, John R.
Santa Barbara and Montecito; past and present; drawings by H. H. Halliday. 267 p. (1 p. bibl.) front. il. D c. '20 Santa Barbara, Cal., Osborne's Bk. Store bds. $2.50 n.
This book is in five parts and gives an account of the history of the Mission country from the time of discovery, including description of present day activities, mountain drives, outdoor life, the Channel Islands, etc.

Smith, Edith Livingston
A garden of yesterday. 20 p. D [c. '21] N. Y., E. P. Dutton bds. 60 c. n.

Spargo, John
The Jew and American ideals. 147 p. D [c. '21] N. Y., Harper $1.50 n.
Partial contents: The pacifist turned anti-Semite; The mystery of the protocols; The Jewish socialists and Bolshevism; The vicious rôle of anti-Semitism; We need the co-operation of Christian and Jew.

Stevenson, John James
Interrelations of the fossil fuels. 8+458 p. tabs. O (Proceedings of the Am. Philosophical Soc., v. 55, '16; v. 56, '17; v. 57, '18; v. 59, '21) N. Y., G. E. Stechert $4 n.

Robinson, J. Armitage
St. Oswald and the Church of Worcester. 52 p. O (Supplemental pap., 5, British Academy) N. Y., Oxford Univ. Press pap. $1.60

Scott, Leslie, and Hildesley, Alfred
The case of requisition; in re a Petition of right of De Keyser's Royal Hotel Limited v. The King; with an introd. by the Righ Hon. Sir John Simon. 24+307 p. O N. Y., Oxford Univ. Press $7.20

Stewart, Basil
Japanese colour prints; and the subjects they illustrate; a guide for the collector and student; with description of the subjects il. in landscape, drama, story and portraiture; il. by numerous reproductions of prints in the author's collection. 16+335 p. pls. (part col.) O '20 N. Y., Dodd, Mead $20 n.

Stewart, George, jr., and Wright, Henry Burt
Personal evangelism among students; studies in the practice of friendship in school and college. 11+79 p. D (Practice of friendship ser.) c. '20 N. Y., Assn. Press $1 n.

Stone, James Samuel
Music in worship and The spirit of chivalry. 10+105 p. D c. Chic., Daughaday & Co., 168 N. Michigan Ave. $1.25

Two discourses of the author, rector of St. James. Church, Chicago, delivered in that church Nov. 14, 1920, on the occasion, in the morning of the Benediction of a new organ, and in the afternoon, of the 50th anniversary of St. Bernard Commadery, No. 35, Knights Templars of Illinois.

Symons, Arthur
Charles Baudelaire; a study. 116 p. (6¼ p. bibl.) front. pls. facsms. pors. D N. Y., Dutton $6 n.

Teeny Tiny; sheet music my children love to cut, color, fold, and sing. no paging il. music obl. D (My children's books) [c. '21] N. Y., Lloyd Adams Noble pap. 50 c.

Tomlinson, Paul Greene
Bob Cook and the bomb plot. il. D (Flag and country ser.) c. '20 Newark, N. J., Barse & Hopkins $1

Trewman, H. F.
Electrification of railways; describing the systems and equipment of electric traction; comparing steam and electric traction; and surveying the possibilities of electric traction in relation to the economical production of electricity. 9+78 p. diagrs. S (Pitman's technical primers) N. Y., Pitman bds. $1

Tyler, John Mason
The new stone age in Northern Europe. 18+310 p. (14¼ p. bibl.) front. pls. O c. N. Y., Scribner $3 n.

Partial contents: The coming of man; The period of transition: shell-heaps; Lake dwellings; Megaliths; Neolithic industries, chronology, peoples, religion, progress (5 chapters); The coming of the Indo-Europeans.

Ulrich, Charles Kenmore
The wolf of the canyon. 309 p. D c. N. Y., McCann Co. $2 n.

Warner, Frank A.
Bobby Blake on an auto tour. il. D (Bobby Blake ser.) c. '20 Newark, N. J., Barse & Hopkins $1

Weitenkampf, Frank
How to appreciate prints; 3rd., rev. ed. 8+329 p. front. pls. O '21 c. '08-'21 N. Y., Scribner $3 n.

Published in 1908 by Moffat, Yard & Co.

Wenner, George Unangst
Religious education and the public school; an American problem. 4th ed. 12+191 p. D [c. '07-'20] Phil., The United Lutheran Pub. House, 9th and Sansom Sts. $1.25 n.

Weston, George
Oh, Mary, be careful; il. by R. M. Crosby. 9+178 p. D [c. '17-'20] N. Y., Dodd, Mead $1.25 n.

The appletree girl; the story of Little Miss Moses who led herself into the promised land; with il. by F. R. Gruger. 157 p. D [c. '18-'20] N. Y., Dodd, Mead $1.25 n

Formerly published by Lippincott.

Wheat, George Seay, comp.
Municipal landing fields and air ports; with chapters by the chief of the Army air service, the director of Naval aviation, and their officers in charge of landing field operations; [foreword by George H. Houston.] 14+96 p. front. pls. diagrs. plans fold. map D c. N. Y., Futnam $1.75 n.

Listed in error, December 11th, 1920, as published by Appleton.

Wood, Lawson
The Bunchy Tail and his pic-nic tea. no paging col. front. col. pls. obl. S (Rummy tales) N. Y., Frederick Warne & Co. pap. 40 c.

The Bushy Tail and his good fortune. no paging col. front. col. pls. obl. S. (Rummy tales) N. Y., Frederick Warne & Co. pap. 40 c.

The Curley Tail and how he reached the North Pole. no paging col. front. col. pls. obl. S. (Rummy tales) N. Y., Frederick Warne & Co. pap. 40 c.

The Pig Tail and how it was found. no paging col. front. col. pls. obl. S (Rummy tales) N. Y., Frederick Warne & Co. pap. 40 c.

The String Tail; how he gets to the Lord Mayor's show. no paging col. front. col. pls. obl. S (Rummy tales) N. Y., Frederick Warne & Co. pap. 40 c.

The Strong Tail and how he jumped onto the moon. no paging col. front. col. pls. obl. S (Rummy tales) N. Y., Frederick Warne & Co. pap. 40 c.

Fanciful stories for children of the ostrich, pig. monkey, kangaroo, squirrel and giraffe.

Woodruff, Helen Smith [Mrs. Lewis B. Woodruff]
What David did; love letters of two babies; il. by [the author]. 124 p. D [c. '21] N. Y., Boni & Liveright bds. $1.75 n.

How two babies bring happiness to two self-willed grownups.

Watts, Emma, comp.
Library list for the public schools of Tennessee; 1920-1921. 73 p. O Nashville, Tenn., State Dept. of Public Instruction pap. gratis

Williams, Lester Alonzo
The construction of schoolhouses; [with bibliographies]. 46 p. O (The Univ. of N. C. Record, no. 108, extension ser. no. 38) Chapel Hill, N. C., Univ. of North Carolina pap.

The Publishers' Weekly

62 West 45th Street, New York

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In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] *after their firm name. The appearance of advertisements in this column, or elsewhere in the* WEEKLY *does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.*

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY *is not responsible for errors. Parties with whom there is no account must pay in advance.*

Under "HELP WANTED" or for other small undisplayed advertisements, the charge is 20 cents a nonpareil line. No reduction for repeated matter. Count seven words to the line.

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1920

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The Publishers' Weekly

Rare Books, Autographs and Prints

A COPY of the first edition of Eliot's Indian Bible recently sold at auction in London brought £550.

The ninth annual report of the American Bookplate Society, for 1920, shows a membership of 180—a gain of 57 new members during the year.

The highest price paid at the Tunbridge Hall sale of etchings at the American Art Galleries, March 9 and 10, was for "A Nocturne" by Whistler which brought $1,850.

Mr. Sutcliffe, of Sangorski and Sutcliffe, art book binders of London, in a recent interview said that one-half of the product of his bindery, now employing eighty men, went directly to his American trade.

The library of the late James Hammond Trumbull, bibliographer of Connecticut, comprising a notable collection of books, tracts and broadsides of Connecticut and New England interest will be sold at the American Art Galleries March 22.

A cable from London reported Dr. Rosenbach as the chief purchaser at the sale of the fourth part of the Britwell Court Library owned by S. R. Christie-Miller which took place at Sotheby's in London, March 10 and 11.

An exhibition of first editions of John Milton is being held at the Avery Library, Columbia University. "Paradise Lost," "Paradise Regained" and "Samson Agonistes" are included in the exhibit which is designed to call attention to the new edition of Milton the university is preparing to issue.

At a recent sale in Paris Anatole France's "Crime de Sylvestre Bonnard" with the autograph brought 1,300 francs; Huysman's "En Route," from the collection of Edmond de Goncourt, 2,250 francs; and a copy of Maeterlinck's "Pelleas et Melisande" printed on Dutch handmade paper, 2,050 francs.

H. S. Nichols, the Thirty-third Street bookseller, has published a selection of the Aubrey Beardsley drawings that he placed on exhibition last year which provoked such fiery criticism from some of the art critics. Apparently the battle will be fought all over again and probably to a finish this time. Georges Derry, assistant editor of *The Print Collectors' Quarterly*, has led in a review challenging point blank the authenticity of the drawings. It will be of interest to watch the consensus of opinion in this discussion.

The manuscript of a ballet by Descartes has been found in the Library of Upsala. It is entitled "The Birth of Peace" and is said to show Descartes was a pronounced pacificist. The first work of the great philosopher was entitled "De Musica" and it is a well known fact that he showed as a young man a decided leaning toward music and poetry. The newly found ballet was written at the request of Queen Caroline of Sweden and according to *Le Temps* will be performed shortly in Paris.

"Astarte," written by Lord Lovelace and privately printed, substantially supporting the position taken by Harriet Beecher Stowe in the famous Byron Controversy, which has been extremely rare bringing $150 and upwards at auction, will be reprinted shortly in London. The new edition will have many additional points of interest. Among these will be a series of portraits, forty unpublished letters from Lord Byron and his wife, and twenty by his half sister Mrs. Augusta Leigh. Sir Leslie Stephen, after going thru the unpublished evidence in the case, declared that Byron's intrigue with his half-sister both before and after marriage was proved to the hilt. It is now said that this publication will settle the dispute forever.

A notable collection of books, chiefly by English writers of the nineteenth and twentieth centuries, from various consignments, will be sold at Sotheby's in London, April 4. The sale will include an extraordinarily complete collection of first and rare editions of Rudyard Kipling; interesting books and autograph letters from the library of the late W. M. Rossetti; an extensive collection of the first editions of Robert Louis Stevenson: books, original manuscripts and original drawings by Walter Crane; presentation copies of books by Swinburne; the autograph manuscript of Shelley's "A Philosophical View of Reform"; first editions of Ainsworth, Wilkie Collins, George Eliot, Gissing, Lord Lytton, George Moore, Charles Reade, Anthony Trollope, and Joseph Conrad; and works printed by the modern private presses.

The Metropolitan Museum of Art announces that the old wood blocks which were acquired with the Junius Morgan, Jr., collection of Durer prints have been prepared so that they can be used again and prints from the "Martyrdom of St. Catherine" and "Samson and the Lion" will be sold singly or in pairs. "These are, as prints, infinitely superior to any of the fac-similes that have been made," says William M. Ivins, Jr., curator of the prints of the museum, "and except for a few minor breaks, which do not interfere in the least with their beauty or decorative quality, they are better than any impressions except the very rare early and costly ones."

The gift of manuscripts and pictorial material concerning the Siberian prison system in Russia made by George Kennan to the New

York Public Library is discussed at length in the last *Library Bulletin*. The manuscript material includes many human documents and copies of information to be found no-where else in the United States and some of which is unique. Some of the unpublished manuscripts are voluntary contributions to the revolutionary literature of Russia. The pictorial material includes more than 200 photographs of early Russian political exiles and convicts and an equal number of photographs taken in Siberia. The magazines, pamphlets and books number upwards of 300 and are mainly in Russian. The gift is said to be one of the most notable special contributions ever made to the New York Public Library.

Edmund Gosse, commenting in *The London Times* upon the bibliography of Joseph Conrad compiled by Thomas J. Wise points out Conrad's tendency to use the private press. "It will doubtless be a surprise to many readers to learn that Mr. Conrad has been an assiduous cultivator of the private press," says Mr. Gosse. "I can hardly say why, but I had not suspected him of this bibliophilic tendency. He is, however, credited with no fewer than twenty-six privately printed pamphlets, of each of which I gather, only twenty-five copies have been issued. These will fill many emulous bosoms with desire, and no doubt the ardent book collectors of the United States have already snapped up the greater part of them. I hope Mr. Conrad will not allow all of these specimens of his work to remain suspended forever in this condition of artificial vitality.

An exhibition commemorating the one-hundreth anniversary of the death of John Keats is being held at the Grolier Club, 47 East Sixtieth Street. Among the exhibits are six copies of the "Poems" of 1816, including a blank book with many autograph copies of the poems signed by the poet and a presentation copy to Joseph Severn; nine presentation copies of "Endymion," 1819, including one given to Shelley with the inscription, "P. B. Shelley, Esq., with J. K.'s kind regards," and the complete original manuscript of the poem; there are seven presentation copies of "Lamia," 1820, including one to Charles Lamb. There are also several books once owned by Keats with his notes and interlineations in them and first editions of books that greatly influenced his poetical life like Spenser's "Faerie Queene," and Chapman's Homer. The portraits include several originals by Joseph Severn including the famous "death bed" portrait, loaned by A. Edward Newton. F. M. H.

Auction Calendar

Tuesday afternoon at 2:30 and Tuesday evening at 8 o'clock and Wednesday afternoon at 2:30. The library of the late James Hammond Trumbull, the bibliographer of Connecticut other than that portion left to institutions, comprising a notable collection of books, tracts and broadsides of Connecticut and New England interest, works on penmanship and languages and copies of the early classics. (Items 1133.) The American Art Association, Madison Square South, New York City.

Tuesday, May 3, at 10 a. m. and 3 p. m. Collection of Rudolf Busch of Mainz (part 1). Prints and wood engravings of the old masters, Durer, Rembrandt, Schongauer, Van Mecken, Meister and others. Joseph Baer & Co., Frankfurt, Hochstrasse 6.

Wednesday, May 4, at 10 a. m. Collection of Rudolf Busch of Mayence (part 2). Incunables, illustrated books, etc. Joseph Baer & Co., Frankfurt, Hochstrasse 6.

Catalogs Received

Americana general and local, biography, Indians, revolution, voyages and travels, etc. (No. 108; Items 471.) Estate of George D. Smith, 8 East 45th Street, New York City.

Bibliotheca Asiatica (Part 1). Asiens Sprachen und Literaturen. (No. 669; Items 3077.) Joseph Baer & Co., Hochstrasse 6, Frankfurt am Main, Germany.

Choice, old and rare books. (Part 1; No. 192; Items 989.) Pickering and Chatto, 40, Panton St., Haymarket, London, S. W. 1, England.

English Literature, including many first editions and standard and library sets. (No. 45; Items 852a). Neville and George, 5, The Arcade, South Kensington Station, London, S. W. 7.

Home, and other celebrated book collectors, many containing book plates of these collectors. (No. 18E; Items 1083.) W. & G. Foyle, 121-125 Charing Cross Road, London, W. C. 2, England.

Livres anciens de théologie. (No. 7; items 255.) Librarie Chamonal Frères, 20-22 Rue de Varenne, Paris, France.

Manuscripts from the Middle Ages to the Sixteenth Century. (No. 487; Items 490.) Karl W. Hiersemann, Konigstrasse 29, Leipzig.

Miscellaneous books. (Items 407.) Frederick C. Winchester, 9 St. Aubyn's, Hove, Sussex, England.

Mitteilungen aus dem antiquariate. (Items 260.) Joseph Baer & Co., Frankfurt a. M.—Hochstrasse 6, Germany.

Old, rare and unusual books. (No. 8; Items 524.) B. C. Seeley Co., 40 Peterborough Street, Boston 17, Mass.

Rare and Choice Books. (No. 89; Items 610.) Walter M. Hill, Washington Street, Chicago.

Rare books and first editions, including purchases from the libraries of Lord Ravensworth, Earl of

Second-hand books in the Departments of Travel, Mountaineering and Sport. (No. 174; Items 1523.) B. H. Blackwell, Ltd., Broad Street, Oxford.

Varied collection of English and American literature. (No. 141; Items 332.) Lathrop C. Harper, 437 Fifth Avenue, New York.

Virginia. An extensive collection of books relating to the Virginias and Virginians. (No. 9.) Ruebush-Elkins Co., Dayton, Virginia.

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W. S. Adair, 2200 Thomas Avenue, Dallas, Texas

La Bruyere, Jean de, Selections from the Characters, etc., translated by E. Lee, Dutton.

Aldus Book Co., 89 Lexington Ave., New York

Loti, Raraha, Eng. version.
Griswold's Life and Letters of Poe.
Leonardo De Vinci's Note Book.
Heine, Heineman Reprint and Translation.
Scrutton, Charter Parties and Bills of Lading, preferably 14th edition, 1918.
Savoy and Yellow Book, any odd volumes.
Beerbohm, Bierce, Menchen, all first editions.
Barrie, Saltus, Locke, all first editions.

Frederick G. Allen, 78 Genesee St., Auburn, N. Y.

Old Merchants of New York, Fifth Series, pub. by Carlton,
Fiction Edition Harvard Classics.

American Baptist Publication Society, Kansas City, Mo.

Sin As a Problem of Today, Orr.
Religious Aspects of Evolution, McCosh.

American Book Co., Calvin H. Mills, 330 E. 22nd St., Chicago

Frost's U. S. History, School Book.

William H. Andre, 607 Kittredge Bldg., Denver, Colo.

Latest edition Standard Dictionary. Describe binding and condition carefully.
Pepy's Diary, Wheatley's edition, eighteen volumes.
Kelmscott or Beacon Carlyle and Eliot.

Arcade Book Shop, Eighth and Olive Sts., St. Louis, Mo.

Pickett, Bugles of Gettysbury, F. G. Brown.
Frank Crane, Religion of Tomorrow, Lane.
Gerard, Adventures in Big Horn Mountain.
Herman, T. Wolf Goldfish Breeds Sherman French.
J. E. Chamberlain, Listeners in the Country, Putnam.
Proctor, Half Hours with the Stars.
G. A. England, Darkness and Dawn, S. M.
Sailor's Narratives of New England Voyage, Houghton Mifflin.

Bailey's Book Store, Vanderbilt Sq., Syracuse, N. Y.

Joseph Vance, popular edition, 5 copies.
House and Garden Magazines, December 1920, 8 copies.

William M. Bains, 1215 Market St., Philadelphia

Bedier, Tristan and Iseult.
Agnel, Book of Chess.
Douglass, F., Life and Times, DeWolf.
Hume, Fergus, Mystery Queen.
Hume, Fergus, Pagan's Wife.
Johnson, Martin, Through the South Seas with Jack London.
Pyle, Howard, Buccaneers and Marooners of America.
Roberts, Peter, Anthracite Coal Communities.
Serviss, G. P., Other Worlds.
Sue, Eugene, Silver Cross.
Tarbell, I. M., and Davis, J. M., Early Life of Abraham Lincoln.
Zola Emile, The Downfall.

Elizabeth W. Baker, 109 S. Denver St., Dallas, Tex.

Richardson, F., A Fruitful Life. The Career, Character and Services of H. W. Grady. An address before the Georgia Chautauqua, Albany, Ga., 1890, pub. by order of the Assn., Albany, Ga., News & Advertiser, book and job print, 1890.
Dyer, Oliver, The New South, by H. W. Grady, with character sketch by O. Dyer, R. Bonner's Sons, N. Y., 1890.

Elizabeth W. Baker—Continued

Life and Labors of H. W. Grady, his speeches, writings, etc., written and compiled under the immediate supervision of the publishers, from the most reliable sources, H. C. Hudgins & Co., 1890, Atlanta, Ga.

The Baker & Taylor Co., 354 Fourth Ave. New York

Hamilton W. Mabie's Works and Days.

G. W. Barker, 219 S. Dearborn St., Chicago

1000 Theological Books, especially Commentaries. Send list.

Barnies' Haunted Bookery 727 E St., San Diego, Cal.

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Jackson, Helen Hunt, Ramona, good copies, 70c. Dd.
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Catholic Encyclopaedia.
Chaney's Astrology, Primer.
Crucibles, Melting Pots, etc., Anything.
Louys, Pierre, Aphrodite, or Translation.
Morris Family, Anything.
Markham, Edwin, Man With the Hoe, Picture and verse.
Peculiar Institution, Slavery.

The Bell Book and Stationery Co., 914 East Main St., Richmond, Va.

Recitations, Plays and Tableaux for Boys and Girls, 4to boards, copyright 1901, D. Z. Howell.
Guiterman's Bethel Nuts, Eldes.
Newlyn's The Relationship Between the Mystic and the Sensible Worlds.
Ellis, Affirmation.

C. P. Bensinger Code Book Co., 19 Whitehall St., N. Y.

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Johnnie, E. O. Laughlin.
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The Graftrs, Francis Lynde.
A Fool For Love, Francis Lynde.

Boyveau & Chevillet, 22, rue de la Banque, Paris

New York Herald, Easter nos. 1897, 1898, 1902 to 1906, 1908, Xmas nos. 1903, 1904, 1905.

Brandt & Kirkpatrick, 101 Park Ave., New York

Lost Man's Lane, Anna Katherine Green.
Leavenworth Case, Anna Katherine Green.

Brentano's Fifth Ave. and 27th St., New York

No Breakfast Plan and Fasting Cure, E. H. Dewey.
Natural Hygiene, H. Lahmann.
Hawker on Shooting.
Art of Heraldry, Fox Davis.
Morris's History of Staten Island, 2 vols.
Trust Dissolution, Thompson.
Trust Question, Viel.
The Book of Decoration Furniture, Foley.
Something New, Wodehouse.
Alone in the Wilderness, Knowles.
House of Delight, Warren.
Canoe and Cruising and Camping, Frager.
Words, Their Use and Abuse, Matthews.
Siege of Derry, Dwyer.
Geneology, Fred'k. Chapman.
Chapman's Geneology, Jacob Chapman.
Chapman's Geneology, C. P. Chapman.
Chapman's Geneology, Gerard Chapman.
Trail Dust of a Maverick, Brininstool.
Mexico and Carabeans, Clark.
Principles of Advertising Arrangement, Parsons.
Europe After 8:15 P. M., Nathan.
Mr. Incoul's Misadventure, Saltus.
Memories of Many Men, Field.
Life of Tchaikowsky, Newmarch.

BOOKS WANTED—Continued

Brentano's—Continued

History of the Theory of Sovereignty Since Rousseau, Merrian.
On Sovereignty, Bliss.
The Strow, Ramsay.
Age of Fire and Gravel, Radnarof.
Books by Marchmont.
Report of British Dept. of Overseas Trade.
Art and Environment, Phillips.
Archko Volume.
Hereditary Genius, Galton.
Darien, Warburton.
Man on Horseback.
Blue Eyed Manchu, Abdullah.
Bucking the Tiger.
Telephone in America, Reid.
Strange Story of Arizanum, McCoy.
Serpent Power, Avalon.
Der Ling—Princess, White.
Two Years in a Forbidden City.
Hilt to Hilt, Cook.
A Rebel War Clerk's Diary, Jones.
Winning His Way, Coffin.
In War Time, Mitchell.
Drummer Boy, Trowbridge.
Firearms in American History.
Pleasure Cycling, Clyde.
Cycle Building and Repairing.
Cycling, Bury & Hillier.
Tips from Tricyclists, Hoffman.
Cycling for Health and Pleasure, Porter.
American Bicycle, Pratt.
Bicycling for Ladies, Ward.
U. S. Single Shot Martial Pistols, Sawyer.
Fur Bearing Animals, Poland.
Sorrows of Werther, cloth. Goethe.
Dramatic Criticism, Walkley.
Washington Family, Welles.
Cyclopedia of Amer. Gov't., McLaughin.
Standard Dictionary of Facts, Ruoff.
Amer. Glassware, Barber.
The Scarlet Runner, Williamson.
Story of an Outlaw, Hough.
Agnes, Oliphant.
A Surgeon in Khaki, Martin.
Divine Comedy, Temple Classics, cloth or leather, Dante.
Encyclopedia of Wit, Burton.
Manual of Veterinary Hygiene, Smith.
Manual of Veterinary Physiology, Smith.
A Romance of Joan of Arc, Peck & Webster.
Fortune Teller of New Orleans.
Siballa, the Sorceress.
Luke Hammond, the Miser.
Executioner of Venice.
Red Panther.
Gray Hawk, the Half Breed.
Martin Marduke and 15,000 Reward.
Bound Copies or complete issues of N. Y. Ledger for years 1870-71-72 up to 1885.
Bess of Hardwick and Her Circle, Rawson.
A Chosen Few Short Stories, Stockton.
Life of the Universe.
Miracles of Science.
New Race Diplomatist, Waterbury.
Patrins by Guiney.
Billie Bounce, Denslow & Bragdon.
Matter and Some of Its Inventions, Carr.

The Brick Row Book Shop, Inc., 104 High St., New Haven, Ct.

Fairbairn, Crests, 2 vols. in one.
History of Abbott Family, Lemuel Abbott.
Brown, Lettering.
East of the Sun, West of the Moon.

Bridgman's Book Shop, 108 Main St., Northampton, Mass.

Delectable Duchess, by Couch.
Experimental Psychology, Poffenberger.
Comprehensive Abrid. of Watts Lyric Poems, Solomon Howe, Northampton, 1798.
L. Silbertsein's Report on the Quantum Theory of Spectra.
Adelaide Crapsey's Poems.
How to Argue Successfully, by Wm. McPherson.
Halforch, Fly Fishing.

Bucknell Library, Chester, Pa.

T. P. Ege, the Ege Family in the U. S.

Burrows Bros. Co., 633 Euclid Ave., Cleveland, O.

Occult Significance of Blood, Steiner.
Sets Nicolay & Hay Life Lincoln, Century Co.
Herndon's Life Lincoln, 3 vols., also 2 vols.
Saintsbury Hist. English Prosody, 3 vols.
Barchlay, City of the Great King as was and is.
Ancient Moabites, Any History of.
Tischendorf's New Testament in English.
Smyth, Our Inheritance Great Pyramid.
Mencken, In Defence of Women.
Knapp, Hist. of the Maumee Valley.
Voltaire Philosophic Dictionary, English.
Voltaire, Set, English.
Ingersoll, Set Old Dresden ed., 12 or 13 vols.
Greene, A. S., The Island, Its Making and Undoing.
Ireland, Book Lovers Enchiridian.
Surtees, Mr. Sponge's Sporting Tour.
Gardinier's Chronicles East Hampton, N. Y.
N. Y. Historical Collections for 1869.
Century Dictionary, 1914, Copyright set.
Century Cy. Names, 1914 Copyright set.
McCarthy's Hist. Own Times, Harper's, 5 vols.
Winthrop's Journal.
Grandeur That Was Rome.
Glory That Was Greece.
Crockett's Cleg Kelly.
Last Days Pompeii, 2 vols., Photog. Plates.
Peple's Mallet's Masterpiece.
Gladstone's Impreg. Rock Holy Scriptures.
Romanian-French, Fr-Rom. Dictionary.
Arnold Bennett's The Ghost.
Golwin's Mandeville Tale of 17th Century.
Godwin's Caleb Williams.
Saltus, Anatom yof Negation.
Saltus, Madame Saphira.
Saltus, Perfume of Eros.
Saltus, Pomp of Satan.
Woods, E. J., Giants and Dwarfs, 1868.
J. T. Nettleton, Browning Essay and Thoughts.
Coates, Child's Book of Poetry.
Sowell, Early Settlers Indian Fights Texas.
Book of Daniel Drew.
Flunkiana.
Mommsen, Also Merivale Rome, Sets.
Bryant's Poems, Godwin, 2 vols.
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Pettingell's Theological Trilemma.
Pettingell's Extinction of Evil.
Pettingell's Patonism vs. Christianity.
Pettingell's Bible Terminology.
Pettingell's Life Everlasting.
Jno. White Book of Prayers for Parsons.
Oliver H. Perry's Diary (Sorts).
Richmonds, The Diarymans' Daughter, clo.
Orth's Five Am. Politicians. B. B. Co.
Rubaiyat, Quatrains from Eliz. A. Curtis, 1899.
Mayhew Peasant Boy Philosopher.
Fabre Social Life of Insect, 2nd hand.
Judd, John W., The Coming of Evolution, 1910.
England, G. A., Darkness and Dawn, Small, M., 1914.
Johnsons Lives of the Poets, best edition.
Stephen, Leslie, Hours in a Library, 2nd hand.
Pryor, Mother of Washington and Her Times, Macm.
Pryor, Birth of Nation, Jamestown, 1607, Macm.
Grammar of Ornament, Owen Jones.
Madison Journal of the Convention.
Gil Blas, Good edition in English.
U. S. Dispensatory, 1900 or later.
Ouida, Lord Strathmore.
Consul's Daughter, Peter Parley, about 1850.
Schelling's Elizabethan Drama, H. M. Co.
Lyon's, E. M., Sardonics.
Cabell, Eagle Shadow.
Apocryphal New Testament, 2nd hand.
Abderhalden Hd. Buch Biochemie, vol. 4, pt. 1, 1910.
Lunge, Berl Chemische Tech Methoden, 6th ed., vols. 1 and 2, 1911.
Edward's, also Denton's Butterfiies.
Friedlander's Morch Mebuchim, 3 vols., Arabic Text and Transltion.

BOOKS WANTED—Continued

Burrows Brothers Co.—Continued

Rosen's Meshnevi, 2 vols., Persian.
Lloyd's Etidorpha, large illustrated.
Schaff Phil. History Christian Church, set.
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Muhlbach, good set, 12mo edition.
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Palmoni, by Dr. Milo Mahan.
Young's Concordance.
Herodotus, 4 vols., Rawlinson.
Diodorus, Anc. History in English.
Sullivan's Expedition Indians, N. Y. State Pub.
Plutarch Works, Lives and Morals or Essays,
Larsen, Any volumes.
McGrath, The Grey Cloak.
Todd's Student's Manual.
Chemical Abstract, June 20, 1920, or vol. 1.
Lingard's England, set.
Pierre Louy's Adv. King Pansole in Eng.
Eliz. Cary, The Novels of Henry James, Putnam's.
Smollett, Roderich Random, Gibbings ed.
Askew, The Shulamite, Brentano's, 1907.
Weston's Fairy Egg and What It Held.
Marquis De Sade, also New Studies on (in Eng.)
Block, Iwan, Sex Life in England (in Eng.)
Silberrad, Una L., The Enchanter.
Silberrad, Petrolilla Heroven.
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Roosevelt, African, and Am. Game Trails, 2nd hd.
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W. A. Butterfield, 59 Bromfield St., Boston, Mass.

Hamilton, Alex., F. S. Oliver, Putnam.
The Story the Keg Told to Me, Murray.
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Cranch's Circuit Court Reports, 6 vols.

William J. Campbell, 1731 Chestnut St., Philadelphia

Franklin's Works, edited by Smyth.
Hitchcock, Building of a Book.
Webb, The Fells of Swarthmore Hall.
Washington County, Pa., by Crumrine.

Campion & Company, 1313 Walnut St., Philadelphia

New England Trees in Winter.
Thomas Jefferson's Bible.
Sand Buried Ruins of Khatan, by Stein.
Lowrie, Primitive Society.

Campion & Co.—Continued

Cicero, by Strahan Davidson.
Grandeur That Was Rome, Jones.
Pompeii, Man.

Carson, Pirie, Scott & Company, Chicago, Ill.

Principles of Design, published by Inland Press.

C. N. Caspar Co., 454 East Water, Milwaukee, Wis.

Angel's Conflict of Science and Theology.
Nelson, Loose Leaf Encyclopaedia.
10 Ans. Bk. to Hawkes, L. & T. I. Course Alg.
Valdes, Jose.
Davis, Penetralia, 3 coies.
Buel, Wild Life on the Plains.
Atkinson, Mind Power, 1912-1915 ed.
Smythe, Obsolete Amer. Securities.
Josiah Flint, My Life, two copies.
Murphy, Short Rules for Com. Calcul.
Bishop Serapion's Prayer Book.
Buck, Mystic Masonry.
Finck, Romantic Love.
Wiedersheim, Comp. Anatomy of Vertebrates.
Owen, Anatomy of Vertebrates, 3 vols.
Hartwig, Manual of Zoology.
Brewster, Life of Newton.
Fulton, Why Priests Should Wed, pap. or cl., 25 copies.
Stieler, Atlas of Modern Geography.
Letters of Elizabeth's Mother to Elizabeth.
Donnelly, Atlantis.

Central Book Co., 93 Nassau St., New York

N. Y. Constitutional Convention Journal, 1867.
Debates and Journals of Constitutional Conventions of all States.
Science & Health, 1st to 50th ed.
C. S. Journals, complete and odd nos.
C. S. Manuals, old pamphlets, etc.

George M. Chandler, 75 East Van Buren St., Chicago

Harmon's Journal, 1820.
Morier, Hajji Baba.
Lincoln Letters, Bibliophile Soc., 1913.
Fithian's Diary.
Belcher, Cartoons or Comic Illustrtions.
Burton, Kasidah, Mosher or any ed.
Wedmore, Etchings.
Williams, On Many Seas.
Adams, J. Q., Memoirs, 12 vols.
Allen, Golden Road.
Allen, My Ships Aground, 1900.
Allen, Back to Arcady, 1905.
Allen, The Makers of Joys, 1907.
Allen, Brothers of Bagdad, 1916.
Beazley, Exploration in Middle Ages.
Belcher, Mutiny of the Bounty.
Bok, Edward, Autobiography, first ed.
Cabell, Gallantry.
Cockburn, J., Journey from Honduras to the South Sea, 1735.
Drake, Memorials of the Soc. of the Cincinnati, 1873.
Harris, Frank, Contemporary Portraits, first series.
Masefield, On the Spanish Main.
Mason, Life and Works of Gilbert Stuart.
Selous, African Nature Notes, etc.
Schuyler, Constitution of the Soc. of the Cincinnati, 1886.
Washington's Writings, 14 vols., Putnams.
Weitenkampf, How to Appreciate Prints, 1st ed., 1908.
Elias (E.), Abraham Lincoln.
Rosemary (M. T.), Lincoln's Ancestry.
Browne (J. Ross), Mineral Resources of Rocky Mts., 1868.
National Geog. Mag., November, 1920.
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Miner (C. L. C.), The Real Lincoln.
Arnold (Thos. W.), Preaching of Islam.
Black (Wm.), Works, Collected set of original eds.
Churchill, Richard Carvel, 1st ed., good copy only.
Coburn, Songs of the Hills and Home.
Davis, Waiting for the Verdict.
Dawson, Reports on Exploration of Canada.
Foote, Life of John Hunter.
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Pattison (Mark), Memoirs, 8vo, London, 1885.
Franklin, Autobiography, H. M. Co., Limited Ed.
Bret Harte, Works, Library ed., 19 vols.
Racinet, Polychromatic Ornament.
Rousseau, Confessions, 4 vols.
Belcher, Mutiny of the Bounty.

The Chicago Public Library, Chicago, Ill.

Biographical dictionary and portrait gallery of representative men of Chicago and the World's Columbian Exposition.
Sumner, W. G., Protectionism.
Thornbury, W., Haunted London.
Tuttle, C. R., History of the Border Wars.
Vandercook & Co., (Comp.) Chicago Illustrated from 1823-1880.
Vawter, J. B., (Oats, Seargeant, pseud.), Prison Life in Dixie.
Waite, A. E., Devil-worship in France.
Walker, F. A., Indian Question.
Wheaton, H., Histroy of the Northmen.
Wheeler, J. T., Life of Herodotus, vol. 1.
Wheeler, J. T., Life and Travels of Herodotus in the fifth century before Christ, vol. 2.
Williams, H., Superstitions of Witchcraft.

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The Life of John Bannister Tabb, out of print.

Arthur H. Clark Co., Caxton Bldg., Cleveland, O.

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Chubb, Stories of Authors, first edn.
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Dorsey, Genealogies.
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Carroll, Hist. Coll. of S. C., vols. 1-2.
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The John Clark Co., 1486 West 25th St., Cleveland, O.

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The Cat and the Cherub, Chester B. Fernald, pub. Century Co.
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Bates, K. L., Highways and Byways in Sain, Macmillan, 1912.
Morgan, J. A., ed., The Trial of Webster for the Murder of Parkman, about 1877.
Wells, Tono-Bungay.
Arena, volumes 2, 12.
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Fort, Legal Ethics.
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Kipling, Elephants Child, London, 1900; Justice; also Outward Bound edition, volume 24.
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Revue Hispanique, nos. 1 to 16, 19, and 66.
Root, G. L., History of the Arabic Orders of the Nobles of the Mystic Shrine of N. A. Peoria, 1903.
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Wayfarers Love, Poems, Constable, 1904.
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Birds and Nature, June, 1897; June, 1899.

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Natural History Mag., vol. 19, nos. 4 and 5.
Harper's Magazine, June, 1903.
Weir, Conquest of Isthmus.
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Goodrich, J. K., Africa of Today, Chicago, McClurg, 1912.
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English Notes. Boston Daily Mail Office, 1842.

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Lee, History of all Nations.
Burgess Family in America.
New York in the Blizzard, Jennings.
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Mrs. James Twitchell, 207 So. High St., Belleville, Illinois
The Portfolio, no. 23, Nov. 1895.
The Craftsman, May, 1910.

Otto Ulbrich Co., 386 Main St., Buffalo, N. Y.
Vol. 1 Pepey's Diary, Everyman leather.

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Vols. 12, 14, 15, 16, 17, 18 of Henry James, New York Ed.
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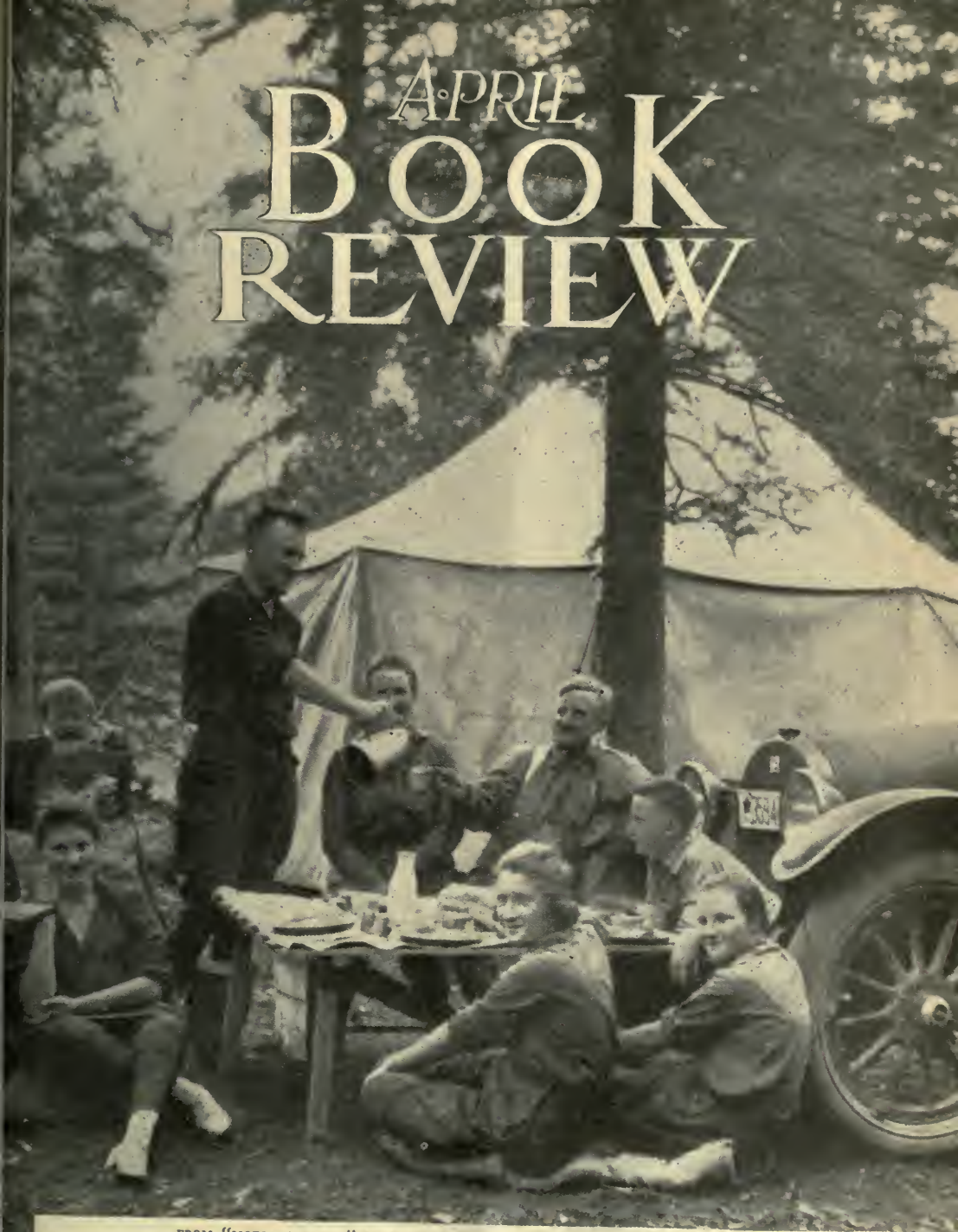

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THE BOOK REVIEW

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REVIEWERS

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Book Chat of the Month

BROOK BROWNIE
FROM "WOODLAND TALES"
BY ERNEST THOMPSON SETON
Doubleday, Page & Company

ERNEST THOMPSON SETON has come back with a delightful new book of the outdoors, "Woodland Tales" (Doubleday). The stories of flowers and wild creatures, tho of fable and fairy tale flavor, reveal each some nature secret. They are meant for children of six years and upward, but the book is as much for the parent, who is called thruout "The Guide" and is addressed directly in the chapters on woodcraft. Room should be made on every nature lover's bookshelf for "Woodland Tales" with its one hundred drawings by the author.

WHAT BOY of any age who lays any claims to being an athlete does not revere the name of Walter Camp, Yale representative of the National College Athletic Association and Chairman, Foreign Relations Committee, International Sports Club! In a new book, "Training for Sports" (Scribner), he tells how from childhood the athlete should be developed. His book takes up in detail the four major sports, football, baseball, track and crew, and shows the kind of exercise needed for each.

"CHICK" EVANS, the caddie who became a champion, has written a golf story, twenty years of his golfing experience set down for lovers of the game (Reilly & Lee).

HER BELOVED western out-of-doors is the inspiration for the regenerative power which enables her hero to win out in Honoré Willsie's novel, "The Enchanted Canyon" (Stokes). The scenes are laid in the Grand Canyon of the Colorado.

A VACATION in which hotel bills play no part is now possible to anyone who can commandeer a car, be it ever so humble. Elon Jessup's "Motor Camping" (Putnam), from which the cover illustration of the present issue is selected, opens up delightful posibilities for back-to-nature vacations.

JUST AS spring calls most insistently to the city dweller to break bounds and escape into the open, comes along a new edition of that valued book companion for the outdoor person, Horace Kephart's "Camping and Woodcraft" (Macmillan). The two volumes are now bound in one book of convenient size and shape to go along in the rucksack. The camper will find in this handy manual everything he ought to know from how to start the fire to what to do for swimming cramp.

WHILE THE usual out-of-door book suggests relaxation or play, Edward Owen Dean's "Opportunities Out-of-Doors" (Harper) is a guide to *work* that can be done in the open. Office bound workers or military men who have become accustomed to open air occupation will find suggestions for outdoor vocations—construction, forestry, lumbering, tree surgery, landscape gardening and the cultivation of medicinal plants.

THE ROOM in which Keats died on February 23, 1821, is now a museum of relics. It overlooks the Spanish steps, one of the marvels of Rome. In view of the Keats' centenary an edition of the complete poems of Keats, edited by E. DeSelincourt with many notes and a glossary, out of print for some time, is offered by Dodd, Mead.

ONE VOCATION at least not at present overcrowded is that of the librarian. Positions ranging in salaries from $1500 to $3000 have been vacant for months because of the difficulty in finding the right persons for the positions. Those who have any leanings toward this profession will find special interest in J. H. Friedel's "Training for Librarianship" in the *Lippincott Training Series.*

MY EYES HAD NOT PLAYED TRICKS ON ME YESTERDAY
FROM "WIND ALONG THE WASTE" BY GLADYS E. JOHNSON
Century Company

IMAGINE A WOMAN divorced from a man supposed to be insane and just about to remarry, when the husband suddenly appears, sane and deeply in love with his wife. This is the situation in Clement Dane's play, "A Bill of Divorcement" (Macmillan). Those who remember Miss Dane's two distinguished novels, "A Regiment of Women" and "Legend" will expect clever lines in her play.

THO COMPARATIVELY new to the reading public, Gladys E. Johnson, author of "Wind Along the Waste" (Century), is said to possess the power of creating an atmosphere of realism in a swiftly moving tale of mystery and thrill. The story is told by the governess of two orphan children who live with two maiden aunts on the sand-dunes of the Pacific Coast. A Chinese servant, threatening messages, and shots in the dark are elements in the complication.

SO DISTINGUISHED a naturalist as Dr. William T. Hornaday has written the introduction to "In the Alaska Yukon Gamelands," a book of strong appeal to the hunter by James A. McGuire. It is elaborately illustrated. Two other outdoor books with titles which speak for themselves are "Jist Huntin'" by Ozark Ripley, with an introduction by Dixie Carroll, and "Reminiscent Tales of a Humble Angler" by Dr. Frank A. Johnson, with an introduction by Dr. James A. Henshall. Both books are illustrated and the latter is in handy pocket size (Stewart & Kidd).

THE SKILL of E. F. Benson's novels is not left out of the author's chronicle of the famous Benson family, "Our Family Affairs" (Doran). The high lights in this book are the author's loving but very honest portrayal of his father, who was Queen Victoria's favorite archbishop, of his delightful mother and his old nurse Beth; the happy and eventful days of his early youth passed with his brothers and sisters at Truro in Cornwall, where his father held for some time a bishopric; his student days at Cambridge and his earliest literary efforts; and the birth of his famous novel, "Dodo." The pages give glimpses into the intimate and beautiful life of a family of worthy, lovable and talented people.

WILLIAM ARCHER'S play, "The Green Goddess," in which George Arliss is now playing in New York, has been issued in book form by Knopf.

MANY PEOPLE may not recognize the double meaning of the title of Oliver Onion's new novel, "A Case in Camera" (Macmillan), not knowing that "a case in camera" is the legal designation of a case settled out of court.

W. T. TILDEN, World's Tennis Champion, winner of the tennis championship in the United States for 1920, and with W. M. Johnston winner of the Davis Cup, Australia, 1920, in his book, "The Art of Lawn Tennis" (Doran), analyzes the game, its psychology and tactics and discusses its future and the work of some of the most famous tennis players.

A NEW book by Bernard Shaw scheduled for spring publication (Brentano) will interest, it is said, biologists, religious leaders and lovers of the marvelous in fiction as well as lovers of the theater. In form it is a play in five acts; but every act is a complete play in itself, thus following the precedent of Wagner's Nibelung tetralogy, except that the whole drama is a pentalogy. The pentalogy as a whole is called "Back to Methuselah."

"IF YOU will accept stolen goods, they are yours," is the intriguing caption of the frontispiece of "Ghosts" (Century), a picture of a young man pulling a string of pearls from a tin pail and offering them to his companion, a beautiful young girl. The story in which this situation occurs is another involving that worthy successor of Sherlock Holmes, Samuel Lyle. The tale is handled in the technique new to the detective story, developed by Arthur Crabb in his previous mystery novels.

"WHERE THE trail leads back from the
water's edge
Tangled and overgrown,
Shoulder your load and strike the road
Into the deep unknown"

is one of the verses introducing chapters of a new edition of Albert Bigelow Paine's "The Tent Dwellers" (Harper), the account of joyous adventures camping and fishing in Nova Scotia.

A DETECTIVE tale which is winning praise from the most blasé of mystery story readers is Brandon Fleming's novel of the alluring title, "The Crooked House" (Clode).

AMONG THE mystery stories of the month are "The Three Eyes" by Maurice LeBlanc and "Queenie" by Wilbur Finley Fauley, adventures in the mysterious old house of a recluse (Macaulay).

W. T. TILDEN, 2D, WORLD TENNIS CHAMPION, DEMONSTRATING THE BACKHAND VOLLEY FROM "THE ART OF LAWN TENNIS" BY W. T. TILDEN, 2D

George H. Doran Company

IN HIS new novel, "The Mayflower" (Dutton), a literal translation of its Spanish title, *"Flor de Mayo,"* Blasco Ibáñez uses the fishing industry at sea and on shore as the background for a tragic story of human passions worked out among the fisher folk.

SHERWOOD ANDERSON, author of "Poor White" (Huebsch), furnishes an example of a man who does not set out deliberately like Wells to novelize his own life, but who necessarily puts huge chunks of his own experience into his books. The harness maker of "Poor White" was presumably suggested by his own father who was a journeyman harness-maker of the old days. In an interview Anderson says of his own life: "What education I got was picked up in the barrooms, the stores, in the street, and by the grace of certain lovable characters in our place who took me in hand, loaned me books, and talked to me thru the evening about the old poets and story-tellers. When I was 16 years old, I came to Chicago. For four years I worked as a common laborer and got myself caught in that vicious circle of things where a man cannot swagger before his fellows, is too tired to think, and too pitifully ashamed of his appearance to push out into the world."

The Children's Page

Edited by Rebecca Deming Moore

IT is a late spring in the juvenile publishing world so that, for the most part, like prospective gardeners, we must rely upon the catalogs for the selection of our book flowers.

The Indian story, a perennial and always a favorite with boy readers, appears this season in several attractive varieties. James Willard Schultz, one of the last of the old frontiersmen and Indian fighters, tells another Tom Fox and Pitamakan story in "The War-Trail Fort" (Houghton), a tale of the perilous encounters with hostile Indians of a white boy and his Blackfoot friend. Another Wild West yarn of comradeship between an Indian and white boy is a new title in the *Boys' Golden West Series* (Houghton) by William S. Hart, the film favorite, "Injun and Whitey Strike Out for Themselves," to be followed by "Injun and Whitey to the Rescue." "The White Wolf" by Elmer Russell Gregor (Appleton) relates the adventures of two young Delaware braves in combat with their old enemies, the Mohawks.

The cowboy, only one jump from the Indian in the boy's mind, has a book all to himself this season, "The Book of Cowboys" by Dr. Francis Rolt-Wheeler (Lothrop). It promises full measure of stirring events of the period which might be called the cowboy era. The Wild West is also the setting for Edward Leonard's "The Silver Prince" (Appleton), a mining tale with a boy hero.

Other boys' books announced for spring are two new "clean sport" stories: "Three Base Benson" by Ralph Henry Barbour and "Dick Arnold of the Varsity" by Earl Reed Silvers; "High Benton—Worker," in which William Heyliger carries the hero of his former book out of high school into the business world; "The Boy Scouts' Book of Camp Fire Stories," edited by Franklin K. Mathiews, all from Appleton; and the story of Rick and his dog chum, "Rick and Ruddy in Camp," by Howard R. Garis, (Milton Bradley).

For little folks of either sex no spring book garden would be complete without a Thornton Burgess story. One of the gentlest of the forest creatures, "Lightfoot the Deer" (Little, Brown), is the central figure of the new tale of that name, which it goes without saying is illustrated with Harrison Cady's droll pictures. Twinkly Eyes, the jolly little bear cub creation of Allen Chaffee, appears in two new books (Milton Bradley): "Twinkly Eyes at Valley Farm," wherein he visits a sugar camp, and "Twinkly Eyes and the Lone Lake Folk," adventures with Fish Hawk and Kingfisher.

AWAY WE WENT, LEAVING BEHIND US MORE THAN THREE HUNDRED FINE HORSES
FROM "THE WAR-TRAIL FORT" BY JAMES WILLARD SCHULTZ
Houghton Mifflin Company

What little reader can resist the challenge flung down in the announcement of Marion Ames Taggart's "Jack-in-the-Box" (Doran): "Is the hero an elf with magical powers or a real boy?" Those who declare for the former will also want to read "The Wishing Fairy's Animal Friends" (Brentano) by Corinne Ingraham. There will be many clamorers, too, for the two new *Bubble Books:* "The Child's Garden of Verse Bubble Book" and "The Chimney Corner Bubble Book" (Harper). In "Geoffrey's Window" (Milton Bradley), Jeanette Marks guides children by way of the Dreamland route back to twelfth century days.

Girl readers are promised a new book by Joslyn Gray. Like others of this popular writer's stories, "Bouncing Bet" (Scribner) is a picture of life in a small town.

A Brave Array of Spring Novels

Reviewed by Katharine Perry Shaw, Caroline Singer, Marjorie Prentiss Campbell, and others

DE MORGAN HIMSELF

The Old Man's Youth and the Young Man's Old Age. By William De Morgan. 536 *p. D Holt* $2

ONE of the reassuring things about an age which strives for the shortest distance between two points, as regards both time and space, is that it has produced De Morgan. And not only has it produced him, but while he was still alive it accorded him a discriminating appreciation which few authors of his type can expect.

His readers who were enthralled by "Joseph Vance," "Alice-For-Short" and "Somehow Good" will welcome his second posthumous novel even tho it had to be completed by his wife after his death.

The main part of the book is pure De Morgan, its narrative set forth "as told by Eustace John," one of its principal characters, who recounts the fortunes and adventures that befell his family. As his memories of these begin when he was four, we are given. thru the author's vision, a characteristic and delightful glimpse of the mind of a child. Surely this insight, sympathetic and humorous, into the psychological processes of a child's development, is one of De Morgan's most distinguished attributes, and for its expression in words his casual, confidential discursive way of writing is singularly well adapted. But he does more than evince his warm-hearted tender comprehension of youth, for he shows an understanding, too, of the less appealing motives, thoughts and emotions of the older generation. Moreover, he obviously implies a similar understanding on the part of the reader. In just that lies a great part of his charm.

This book depends for its plot on various startling dramatic incidents which would seem quite incredible if approached by a method less indirect and persuasive. The far-reaching results of unpacking several mysterious boxes, inherited by Eustace John's mother, the unsuspected murder by which his sister's governness gains a preposterous object, and other extraordinary episodes such as De Morgan loved to play with—all these are pictured with an imagination which never loses its fresh vitality and with a firmness of touch which never falters. Surely De Morgan, himself, despite his wise, sweet maturity, exemplifies "The Old Man's Youth."

Ruth Eliot.

A GALAHAD FROM THE TAN-BARK

The Mountebank. By William J. Locke. 320 *p. D Lane* $2

ANY time of year is right for a new Locke story, but spring seems especially seasonable, since he is as soul-refreshing as the song of the first robin or the gleam of the early crocus. For we know that with him we are sure to meet clean, clever and kindly people, and among them will be a simple-hearted gentleman, to whom uncalculating sacrifice for an ideal is a matter of course, and selfish gratification one of the things a fellow doesn't do. Such a one is Andrew Lackaday, born and bred amid the tan-bark of a French circus. With his lean length accentuated in green silk tights, and the painted face of a clown, he makes fame for himself in all the French vaudeville circuit, by a jugglery act in which he is assisted by a clever dog and, later, by a young woman of the people.

Then into the middle of their lives comes the war, and Andrew, of British parentage, goes to help England fight. His previous hobby for war tactics and decisive battles fits him to rise rapidly from the ranks until, in the strange step-ladder of military expediency, he becomes brigadier-general. In that capacity, he meets Lady Auriol Dayne, whose title, war-work, beauty and prominence make her a personage the poor French mountebank would not dare accost, but in whose eyes a decorated British officer finds more than favor. To keep from her his humble origin and contemptible calling becomes Andrew's desperate study, and after his discharge, he disappears back to his old business and the faithful encumbering Elodie, tho the English lady has his heart. But the fickle public now deride his once acclaimed act, and in growing difficulties, he renounces love for loyalty, until finally, devoted friends and favoring fate force his happiness upon him by a dramatic *coup* that leaves both his conscience and heart well content.

Andrew Lackaday is a notable addition to the noble army of Locke heroes,—more silent and serious than some, perhaps, more marked by war and world stress, but with the same peculiar lovableness, the same Quixotic charm. The contrast between the two women in his life is a piece of the vividest characterization. And from the opening sentence, the story enmeshes us in that close-woven spell, that genial, wistful, golden, Lockean magic, until the final satisfied sigh attests that it is all very good.

Katharine Perry Shaw.

A MIDDLE-AGED VAMP

Blind Mice. By C. Kay Scott. 321 *p. D Doran* $2

HOW the vicious influence of one selfish woman poisons the lives of three people irremediably is told in this first novel of C. Kay Scott. Strangely in this instance, the vampire rôle is played by a middle-aged woman whose maternal instinct is so perverted that she sets herself up in sex competition with her daughter. Thus she succeeds in diverting her own son-in-law. This abnormal jealousy on the part of some mothers is a distortion acknowledged by psychologists and an unhappy theme used by the French novelists, especially Balzac.

The title of the book is taken from the old rhyme of the "Three Blind Mice." John and Lucy Winter, and their loyal friend, it is inferred, are the three whose lives are butchered by Nannie, the mother. The blindest is John, whose sight should have been keen. Under her flattery he waxes fatuous and permits his relations with Jim Sprague, personal and business, and his domestic life to be poisoned. Perhaps it is not altogether blindness which makes this easy, but a weakness in John which needed only this exposure to an unscrupulous woman to become active.

FROM "BLIND MICE" BY C. KAY SCOTT
George H. Doran Company

The Winter household is at last freed of Nannie thru the interference of Jim Sprague, the friend. As the third blind mouse he seems to have had at least one eye open. However, the effects of the poisonous influence remain, and one is surprised in these days of fiction filled with super-independent heroines to find a Lucy who chooses to remain with such a John, for one is certain that he is not yet done with Nannie and that others like her will follow.

What this book lacks in subtlety is made up in sincerity. If there seems to be much extraneous dialog such as the correction of the child's table manners and other equally unimportant material, it is all part of the author's obvious aim to be truthful.

Caroline Singer.

YOUTH ENCOUNTERED AGAIN

Zell. By Henry G. Aikman. 326 *p. D Knopf.* $2.50

HERE is a very interesting book; but one dealing with an old theme. For we have here another novel that introduces its hero as a boy, sketches the nature of his early environmental influences, and reveals him stage by stage, until the reader, reaching some sort of pinnacle of outlook, is able to predict pretty well the large and general outlines of the hero's future.

Avery Zell, whom we follow in this fashion, is a bit of a dilletante, humanist, and philosopher. He is thirty-five when we leave him in the last chapter, and up to that point his life has been of a manner to make of him a "sadder but a wiser man." In the closing pages we find him married to a woman whom he does not love or hate and glad that he had not yielded to an impulse to follow Inez Copeland, whom he had actually cared for, and who driving athwart the current of love, is on the way toward becoming a well-known opera singer. In his son lies his hope for the future and escape from the sterility of the present. "The boy seemed now a very reincarnation of himself—of all his own hopes, desires, illusions, aspirations, potentialities. Thru his boy he might come to know the enchantment of a vicarious self-expression." This is the note on which the book ends.

There is little emotional glow, warmth, effusion of interest; nor is an attitude of satire definitely maintained. Here is recision, thoroness, a certain cold-blooded skilfulness in character presentation. The effect is neither that of oil nor water color, but of a sharp and pains-revealing dry point. One recalls in reading this book the wail of a modern critic to the effect that American writers who treat of youth and revolt, our authors of "Moon

Calf," "Spoon River," etc., do not love the offsprings of their brain. They may sympathize with, but they do not like their characters. Mr. Aikman, we feel, has no sentimental regard for his Avery Zell, but he has loved him sufficiently to subject him to a thoro and vigorous analysis.

Landon M. Robinson.

the wealthy Whipples, while his brother struggles up, helping the express-man, caddying for racy old Sharon Whipple on the links, (a genial character, that), and learning to set type from his father, Dave Cowan, a peripatetic printer-philosopher, who from time to time, gets "itchy-footed" and takes the 5.48 toward Atlanta or Seattle.

DISCLOSING TO HIM THAT HE HAD A DEEP VEIN OF CRUELTY IN HIS NATURE. FROM "THE WRONG TWIN" BY HARRY LEON WILSON
Doubleday, Page & Company

PRIG AND "REG'LAR FELLER"

The Wrong Twin. By Harry Leon Wilson. illus. Dou., P. $1.75

IF this story were met alone and anonymous in the Desert of Sahara, it would be instantly recognized as of Wilsonic origin, being human, humorous and American,—his triple trade-mark. He stages his first scene in the old village grave-yard, where small Patricia Whipple, by sheer will-power and a stocking of silver change, bulldozes the grubby Wilbur twin out of his knee-pants and plaited calico shirt in exchange for her checked gingham frock and floppy straw hat, so she may run away and be a newsboy in a great city. And Merle, the proper twin, looks on and moralizes—his characteristic attitude. These early episodes have quite a Huckleberry Finn-ish, for Mr. Wilson's memory of his own urchinhood is too good to permit of sentimentality. Merle, for his pretty manners, is adopted by

When the war comes, each twin reacts true to type. Wilbur goes promptly off to France with his disreputable pal, Spike Brennan, the light-weight, while Merle edits the *New Rep*—beg pardon,— the *New Dawn,* with all the green-apple, squint-minded sophistries of that time. Particularly well done is the war-psychology, both of these who went and those who stayed. The romance is abrupt and cyclonic, and the love-making of the two war-sophisticated young things does certainly, in its queer, elliptic, modern way, get the thrill.

Mr. Wilson is inimitable in small-town life—he touches its traits with a mellow reminiscence. He writes of real people, his humor has tang without sting, and his philosophy of life is clean and cheerful. His pervasive Americanism—above par, if anything—is no theory, but wholesome, folksy and practical. And the reader is left to find out which is the wrong twin.

Perry Winkel.

A TAPESTRY OF CHRIST'S LIFE

Princess Salome. By Burris Jenkins. Front. by Gayle Hoskins. 252 *p. D Lipp.* $2

BURRIS Jenkins in "Princess Salome" has produced an extraordinarily vivid story centering around the closing years of Christ's life. The two outstanding features of the tale are the sumptuous pictures of Oriental splendor and luxury in the first part, and, later, the intimate and dramatic portrayal of the Nazarene's tragic closing period.

Of the first part, Salome and Stephanas (later a follower of Christ) are the central

"YOU HAVE KILLED THE SOUL OF SALOME"
FROM "PRINCESS SALOME" BY BURRIS JENKINS
J. B. Lippincott Company

figures. Their intense and beautiful devotion is depicted in a series of scenes whose exotic richness appeals to the senses as does a rare tapestry. The meeting place of the lovers affords an instance in point—the great white way of Herod, in Antioch.

From Antioch the scene shifts to the region about Jerusalem. One by one are introduced the characters of the Christ drama—John the Baptist, Saul, Mary, Martha, Pilate, Herod, the woman of Samaria, Judas, and the rest. With skilful simplicity and fine dramatic feeling the fateful events which led to Gethsemane are etched. Of the many scenes which plead for quotation, space permits of only one. Let us take the closing lines of the "thirty pieces of silver" incident:

"You shall have a great sum, twenty broad pieces," began the High Priest.

"Oh, no, oh—you would not ask me to do this for so pitiful a sum—fifty, at the very least—'tis necessary for our treasury—'tis not for me!"

"Twenty, and not a farthing more. Take it, and have done, or I send you at once to the scourging post."

"Oh, my Lord Caiaphas," fawned Judas, "make it forty—forty only, good High Priest. 'Tis a dangerous enough service for so small a sum."

"You shall have thirty—take it or I scourge you. 'Tis my last word. Am I to stand here haggling with a wretched—thirty!"

"My most reverend High Priest—" cringed Judas, alternately rubbing his hands, and plucking at his beard, while foam began dribbling down the corners of his mouth—

"Smite him!" shouted Caiaphas, and the Captain of the Temple guard fetched him a blow on the cheek, with open hand.

"Done, your lordship," shrieked Judas. "Oh, hold your hand—done, done; but 'tis far too little for such thankless service."

Joseph Mosher.

REMINISCENT OF "POLLYANNA"

Sister Sue. By Eleanor H. Porter. 310 *p. illus. D H. Miff.* $2

SISTER Sue, the heroine of Mrs. Porter's posthumus novel of the same name, is a quite impossible paragon of patience and virtue, too good to be true in the literal sense of the word. Given a very remarkable musical gift, she has to sacrifice every personal ambition to the needs of her family who are abruptly reduced in circumstances and are forced to move back to the small town from which they had originally come. A selfish brother and sister, an insane father demanding her every attention and an elusive fiancé who finally slips away with her own sister, are all items which block a longed-for career in music. Sister Sue meets all these obstacles with a serenity and saintliness well nigh impossible. One longs to have her occasionally burst out into a real fit of temper, or to have her elementally biff someone in her unappreciative family!

In spite of all these tendencies on the part of the heroine to goody-goodiness, there is real human interest in this story. It is thoroly healthy and sane, has fine ideals thruout and is certainly aimed in the direction of the only real happiness, unselfishness. And one must admit that, at the end, when Sister Sue, freed of all binding home ties, goes to see her former music instructor about a career and he finds that she has lost her skill and never will have a concert career, here one finds realism and truth, for nine times out of ten this is what happens in real life. In these days of war books and psychoanalysis, this volume, reminiscent of "Pollyanna" and full of everyday making-the-best-of-things philosophy gives certainly a clear cut lesson and suggests a remedy.

Marjorie Prentiss Campbell.

A KNIGHT-ERRANT FEMININE

The Seventh Angel. By Alexander Black. 360 p. D Harp. $2

AN opening scene in which a slight, high-spirited girl swiftly and quietly knocks down a tall stranger who is about to start a fight in a restaurant, is sufficiently intriguing to make any reader finish the book, but one gets a great deal more than the explanation and consequences of that dramatic moment. With Ann Forrest, the knocker-down, the act is somehow symbolic—she has a passion to prevent trouble, to avert difficulties—at whatever cost to herself. Modern to the last minute, with the enthusiasm of daring youth and innocence, yet sophisticated by uncompromising war experience in France, she is a heroine worth following, and her quest of omnivorous interest leads her thru many a phase of social unrest in a post-war perturbed city. Greenwich Village dances, anarchist meetings, the night court, factory-girl strikes, life as confidential secretary to a captain of big business, and pampered guest in Central Park West with friends both Red and reactionary, are certainly sufficient to stimulate her o'erleaping mind and justify her feeling that something ought to be done about it. And the things she does about it are, to say the least, surprising. Perhaps the hardest question she faces is whether a girl should reveal to her dearest friend the fact of a bygone mistake. But when Irma Kane, her beautiful and adoring overseas companion, who saved her life in an air-raid, tells her of an ugly happening in the past, Ann's character is strong enough to stand the shock and her love brave enough to keep on.

The narrative is delightfully discursive, written in the first person by an old bachelor journalist with a genius for friendship, whose clever, sympathetic commentaries form a rich sub-stratum of analysis and philosophy. Perhaps the sweetest thing in the story is his gentle pointing out to Ann that Joan of Arc is a less lofty ideal than the Madonna.

Mr. Black, in this book, not only sustains but extends the enthusiasm aroused by "The Great Desire." Like Blasco Ibáñez, he takes his title from the wonder-book of Revelation, where the seventh angel pours out the plague of confusion upon a writhing world. The hysterical, disillusioned, stampeded state of mind prevailing after the war forms the background against which he traces a drama that presents new and poignant situations in the feverish life of to-day's New York. With its broad tolerance, its unblinking realizations, its wise balance, it is a novel of inspiration and awakening, a book the thoughtful reader must by no means miss.

Katharine Perry Shaw.

SIXTEEN TAKEN SERIOUSLY

Play the Game. By Ruth Comfort Mitchell. Apltn. $1.75

IT has been the fashion to jest at youth everywhere—except in youthful circles; for most of us have forgotten that life was as serious a matter then as it is now. But the author of "Play the Game!" realizes that Sixteen is quite as capable of devotion and heroism as is any other age, and that Sixteen can love as seriously and permanently as forty-six. The idea has been touched on by others, Shakespeare and Mary Heaton Vorse, for example, but seldom has it been expanded to novel bulk.

Honor Carmody, who likes the boys and rebels successfully at the fate of a fashionable girls boarding-school ordained by her mother, has been the chum of Jimsy King since baby-carriage days. All thru the Los Angeles High School she sticks to him, even when chance

FROM "PLAY THE GAME" BY RUTH COMFORT MITCHELL
D. Appleton & Company

brings the sophisticated Carter Van Meter to live across the way. Honor's mother and Carter's mother do their best to show Honor that Carter, in spite of his lameness, is far more developed than athletic Jimsy, but since Honor is of Jimsy's type herself, a doer rather than a thinker, her adoration can't be deflected from its magnet. And this even tho Jimsy is

the last of the Wild Kings, whose dissipation has been Los Angeles' favorite scandal for generations.

Upon this weak point in Jimsy, Carter fastens, kindly endeavoring to lead the admiring Jimsy into evil ways without, of course, appearing to do so. So Jimsy is undeservedly expelled from college. But Honor "plays the game." She comes back from Europe and follows Jimsy and Carter to Mexico, arriving in time to be on hand for the excitement of living in a house besieged by outlaws. In the crisis Jimsy's character is vindicated and Carter's unveiled. You have to forgive Honor for a certain preachiness under the spell of danger, and you have to swallow Jimsy's immediate belief in the unproved tale the villain fabricates and his consequent ridiculous attempt to free Honor's supposedly entangled affections—but with your forgiving and swallowing powers in good shape you'll find this a pretty real picture of normal youth of California, U. S., A. D. 1921.

Doris Webb Webster

PILGRIMS WITHOUT PROGRESS

The Road to Nowhere. By Eric Leadbitter. 318 *p. O Jacobs* $2

HERE is a book with all the fine, minute, depressing artistry of a Dutch interior by an old master. It fairly aches with the commonplace yet poignant tragedy of the aimless futility of average middle-class human lives. From one aspect the publisher's note has unconsciously reflected the very common psychological reaction to the hopeless note struck by the title itself. It informs us that this is "a story of the development of the children of a small English tradesman, . . . faithful to the scenes, and faithful to the characters." As a description it is drab and colorless; and drab and colorless the story itself will prove to be, if the reader brings to it no responsive interest in small English tradesmen and the rather hopeless problem they face in rearing a family of children in the dense and swarming environment of Tottenham Court Road.

But if you know your London, and more especially that shabby-genteel section immediately north of the British Museum, growing year by year shabbier and less genteel, this leisurely and luminously detailed chronicle of Mr. and Mrs. Peeping, and of Joe and Bert and Lily, their three children, conjures up a host of deep-sunk memories, and leaves behind another, new host of indelible impressions. To try to epitomize the main course of a story, the sum and substance of which depends for its value upon the closely woven network of day-by-day cause and effects, would defeat the object of a review, leaving only the bones and extracting the flavor. But as a single taste of the story at its best, one chapter stands out. It is when Joe's wife has accused him of infidelity, and threatens to divorce him. Her jealousy has technically no foundation; but it happens that Joe and the other girl believe that they love each other. Accordingly, with the selfishness of a narrow masculine nature, Joe welcomes this offered line of least resistance, blind to the fact that to allow the wife to get her divorce without contest would be equivalent to a confession of guilt, and would brand with dishonor the woman he professed to love. The episode is interesting not only for its unsparing portraiture of Joe's innate limitations, but more especially for the absolutely correct and unwavering working out of the tremendous revulsion experimented by the girl whose biggest mistake had been in thinking that she loved Joe.

Calvin Winter.

CAPITALISTS AND CAPE CODDERS

Flood Tide. By Sara Ware Bassett. Front. by M. L. Greer. 328 *p. D Litt., B.* $1.90

THERE is a certain type of quiet New England story that claims its right to existence chiefly by reason of its exactitude to the details of human living and the locality in which it is placed. Joseph Lincoln would seem to have made Cape Cod his own by reason of his wonderful books. But the Cape is large and Sara Ware Bassett is recording quite as truly, if not as amusingly, the other types of life that she finds.

Her characters in "Flood Tide" are not new to the readers of her other books. Old Captain Zenas Henry deserves more than one book to his name, and Delight Hathaway is always charming. The other characters are not so alluring, save Willie, of course, the absent-minded inventor who is the soul of kindness and impracticability, reminding us of the old toy maker in Lincoln's "Shavings."

The United States is really made up of many different countries as the contrasts between Florida, Wyoming and Cape Cod "folks" show. So that it is the realization by our authors that one book can scarcely do more than cover one section of the country that will help our literature to live. Sinclair Lewis' "Main Street" owes its tremendous power to its faithful representaiton of the feelings and thoughts and ways of all those who dwell in small town Main streets. It is something of this exactitude to life and locality that makes its appeal to us in "Flood Tide."

K. S. O.

MELODRAMA OF THE OLD SCHOOL

The Intriguers. By William Le Queux. 319 *p. D Macaulay* $1.75

HERE is a book written for that audience which still enjoys a good shiver over the escapes of a hero, for "The Intriguers" by that writer of mystery stories, Le Queux, is melodrama of the old school. True to the formula, the plot thickens with coincidence, and the virtues of the heroine and the hero stand out in white relief against the arch-wickedness of the villain.

The characters are rarely what they seem upon first acquaintance, the fugitive bandit becomes a benefactor, international financiers are international spies. Thru all the action passes the late Czar of Russia incognito. His presence and the setting in the vanished court of the Romanoffs gives this melodrama the flavor of a costume play, for nothing seems to-day more remote and legendary than the spectacle of this monarchy.

The reader is never given time in which to mediate upon the probability of the story, for amazing incident follows amazing incident in too swift succession and after all credibility is not a great essential of either the melodrama or the costume play. A melodrama is rarely life and is more often merely the stimulant prepared for those who find real life unutterably dull.

There is no attempt at characterization or character development and therefore the villain develops no humanitarian instincts, he is as black as he is painted. Murdering a beautiful Spanish woman and drugging his own sister are all part of his eight-hour-day of plotting until at last thwarted he is banished to Siberia. To the tune of his clanking chains the hero and heroine plight their troth, and virtue is rewarded with matrimony.

Caroline Singer.

IN CAMERA OBSCURA

A Case in Camera. By Oliver Onions. 320 *p. D Macm.* $2

THIS new Oliver Onions story starts with the most moving of murder mysteries and one of the most baffling. The even tenor of a calm British household on the outskirts of London is upset when a commercial airplane crashes on their roof and one of the two men in it is found dead. Circumstantial evidence in the shape of an automatic pistol points to his murder by the second aeronaut. But at least one other man reached the roof before the authorities did and it seems that more than one bullet was fired. These facts are revealed by the local busybody whose apparently dangerous story fails to earn him a hearing with the police.

About a dozen people are affected in various ways and the suspicions of the reader are shifted from one to another. Finally an interesting feat in physics clears the matter up and one understands the apparently undue agitation of Philip Esdaile and the reason why he delayed so long in his cellar at the exact time of the catastrophe.

"A Case in Camera" is more than a mystery story. It bears the mark of the practiced writer. For once, a story of this sort

MADAME QUERO WAS STARTLED
FROM "THE INTRIGUERS" BY WILLIAM LE QUEUX
Macaulay Co.

contains more than undiluted mystery. The dozen leading characters are well and sharply defined, especially the women, and the correctness of the atmosphere and the thousand minútiae of detail are a positive pleasure. It does not read like a story by a fine writer of mysteries; rather it is a mystery story by a fine writer.

The unraveling of the skilfully tangled skeins of thought and action will furnish a pleasant evening not only for those who like to be thrilled and baffled but also for those who like their strong meat neatly seasoned with dashes of flavor in the shape of literary worth.

George DuBois Proctor.

Out in the Open Places

By Dixie Carroll

Author of "Goin' Fishin'," etc.

YEAH, Bo! It's a great life. This present-day speed of civilization wears the nerves to a frazzle in quick order in the merry romp to corner just another pile of "jack" to keep up with the fellow who lives next door. The race to put one over on the other lad, the midnight suppers and the gay white way is the call of a civilization just a little ahead of what our little old system can stand, and when we are dogged tired, and just about ripe for the "hick wagon" we hear the far-off cooling call of the out-o'-doors, the life-saver of to-day.

Within the heart of every one of us burns the spark of love for the open places of the out-o'-doors. In some, the spark lies dormant, awaiting the call that eventually will come from the red gods of the outlands, the call that will take them back to nature and health; in others the spark has fanned and flamed into a burning desire to be close to nature always, and we pack up our duffle and hike out into the hinterlands, into the open places where the tumbling, rushing stream roars its welcome and the stars o' night blink a winking welcome to the returned prodigal.

Nothing can teach us the secrets of the outlands except our own experiences or the experiences of others. To acquire a really working knowledge of what to take along and how to use it as well as what to expect from nature in the way of fish and game can only be acquired by years of hard, actual trips to the open places, something that many fellows have not the time to do, being fairly busy most of the time keeping the pesky wolf on the jump and away from the home corral.

From the experiences of men who spend a great deal of their lives out in the open, studying the many tricks of nature, the best way to do things in the outlands to get the most possible enjoyment therefrom and what to take along into the hinterlands where the source of supply is limited to what you carry with you, one can secure information and data that will help make for the success of a trip into the country of fur, fins and feathers, merely at a cost of sinking back in a soft easy-chair and reading.

What to carry with you when you are going light, how to make the portage, how to load the canoe so that she rides on an even keel without a wind break from stacking the duffle too high, may mean the avoiding of a dangerous spill in cold lake waters. How to cook the fish with bacon so that it carries the taste of the bacon, how to make the loaf of bannock when the fresh bread is all gone, how to make the camp fire so that it is right for cooking with the pestering smoke left out. How to catch the wily trout and where to look for him, where to expect to find the fighting bass and musky without wasting half your time fishing a stretch of water where no self-respecting game fish would be. All these and many other things can be learned of an evening with the authors of books of the out-o'-doors. The entire trip can be planned with the pal, the lists made up of what you need and what to take along, where to go and what to expect when you land at the tumble-down box car station in the land of heart's desire.

Yes, sir, Buddie, preparedness is the thing, the right thing in fact in any walk o' life. If I am going for a fishing and hunting trip in the Cassier Country up there in the Arctic Circle, I'm going to read every book by fellows who have "been there" that I can get.

BOOK-HELPS FOR THE ANGLER

THE BOOK OF FISH AND FISHING. By Louis Rhead. *Scribner* $2

GOIN' FISHIN'. By Dixie Carroll. *Stewart & K.* $3; $10

BOOK ON ANGLING. By Francis Francis. *Lippincott.* $4.50

IDYL OF THE SPLIT BAMBOO. By George Parker Holden. *Stewart & K.* $3; $10

THE BASSES, FRESH WATER AND MARINE. By Louis Rhead. *Stokes* $3.50

LAKE AND STREAM GAME FISHING. By Dixie Carroll. *Stewart & K.* $3; $10

THE BOYS' OWN GUIDE TO FISHING. By J. H. Keene. *Lothrop, L. & S.* $1.75

BASS, PIKE, PERCH AND OTHER GAME FISHES OF AMERICA. New ed. By James A. Henshall. *Stewart & K.* $3; $10

PRACTICAL DRY-FLY FISHING. By Emlyn M. Gill. *Scribner* $1.75

FISHING TACKLE AND KITS. By Dixie Carroll. *Stewart & K.* $3; $10

PRACTICAL FLY FISHING. By Larry St. John. *Macmillan* $1.40

CASTING TACKLE AND METHODS. By Onnie Warren. *Stewart & K.* $3; $10

New and Noteworthy Non-Fiction

Reviewed by George Du Bois Proctor, R. S. Lynd, and others

THE AMERICAN PEACE DELEGATION AT PARIS. LEFT TO RIGHT: MR. HOUSE, MR. LANSING, PRESIDENT WILSON, MR. WHITE AND GENERAL BLISS
FROM "THE PEACE NEGOTIATIONS" BY ROBERT LANSING
Houghton Mifflin Company

LANSING'S SIDE OF IT

The Peace Negotiations; a personal narrative. By Robert Lansing. 328 p. illus. O H. Miff. $3

HEREWITH comes the first authoritative story of what really happened at the Peace Conference, written by a man who, one feels, ought to have been even more "in the know" than he represents himself to have been.

The differences of opinion between Secretary Lansing and President Wilson led to a break which was a matter of general knowledge. But the real interest lies in the events leading up to this break. These events are told by Mr. Lansing clearly and chronologically. Mr. Lansing starts by clearly stating that President Wilson was well within his legal rights, as Chief Executive, in personally heading the American Peace Delegation. But from that time on, the animus existing between the men can be read between the dispassionate lines of the personal narrative.

The main points of difference between the two men, as taken from Secretary Lansing's allegations, are: Lansing advised against the President personally heading the delegation; the President showed a marked dislike for "lawyer's advice," a remark which Lansing felt was aimed at him; the President continually snubbed Lansing and made no acknowledgment, written or verbal, of the Secretary's many written communications; Lansing opposed the Shantung award, the Fiume settlement and felt that the phrase "self-determination" was "simply loaded with dynamite" and would "raise hopes which can never be realized."

Secret diplomacy receives a severe flaying. Mr. Lansing goes into the testimony of Mr. Bullitt before the Senate Committee on Foreign Relations and explains that he was misquoted in a way which twisted his words just enough to give them an intent far differing from Mr. Lansing's own meaning.

The various problems which will undoubtedly come up in the Senate, should there be a treaty fight at the next session, are discussed at considerable length and treated very clearly and interestingly.

"The Peace Negotiations" is a narrative which no student of current events or world politics can afford to miss.

George DuBois Proctor.

A HE-MAN'S RELIGION

God's Country. By James Oliver Curwood. 122 p. D Cosmopolitan $1.25

WHAT makes the game worth the candle to the other fellow? What's it all mean to him? To those folks who regard religion as a dogma to be believed in there is a narrowly limited range of answers to such questions. To the other people, however, with whom religion is primarily something a man believes in rather than something to be believed in, such questions open up the most fascinating diversity of possibilities. This book discloses the secret springs that control the life of one of our best known popular authors, a great hunter and a writer of yarns of blood and brute courage.

Several weeks ago there was a picture in *Life* of a diminutive figure, cane in hand, standing looking off over a mighty valley toward a superbly upstanding mountain; beneath the picture was the caption, *"And yet he's a big man in town."* Mr. Curwood has had a similar experience; from the resulting sense of the eternal bigness and aliveness of the world and of man's small place as but one of its creatures, his religious faith was born. It

JAMES OLIVER CURWOOD, AUTHOR OF "GOD'S COUNTRY"
Cosmopolitan Book Corporation

isn't a new faith but the very old pantheistic belief that "Nature is God," that, "Life is Life. It is a spark of the same Supreme Power, whether in a tree, a flower, or a thing of flesh and blood."

This book wasn't written for ministers and "good folks," in fact its theology is its weakest point—but who cares for theology when some of the original vital stuff from which theology was squeezed can be had!

R. S. Lynd.

TWO PRAISEWORTHY ANTHOLOGIES

Emerson. By Samuel McChord Crothers. Poe. By C. Alphonso Smith. 234 p. D 350 p. D Bobbs-M. ea. $2

THE selection of understanding and sympathetic critics to produce a popular series such as Bobbs-Merrill's *How to Know the Authors* is of signal importance. In putting Emerson and Poe into the hands of Samuel McChord Crothers and C. Alphonso Smith, respectively, Mr. Howe, the general editor, has chosen wisely. Mr. Crothers evinces in his work a type of mind which is in thoro harmony with the subject of his study, and his appraisals of the universality and modernity of Emerson's contributions are presented in a fresh and stimulating way. Mr. Smith is, at once, our foremost Poe scholar, and an enthusiastic admirer of the man and his work.

The value of the Emerson volume is due in part to the judicious selection of pregnant excerpts from the writings of a man who is regarded by many as the thin transcendentalist of Carlyle's estimate, and by most not regarded at all. In view of the fact that Mr. Crothers very plausibly ranks him, along with Henri Bergson and William James, as one who brings philosophy to bear upon the actualities of life, this fresh inducement to make his acquaintance is quite worth while. Aside from its value as an anthology, the book furnishes a wealth of lucid comment which is helpful to those of us who are not acclimated to the more or less rarified atmosphere of even a pragmatist.

Mr. Smith's Poe, after a too minutely scholarly bibliographical chapter, offers an interesting revaluation of his subject's life and works. Among other things we learn that Poe was not a morbid dreamer; not a narrow sectionalist; not a debauchee. Furthermore, Mr. Smith denies the charge brought by Lauvrière of "morbidité, aliénisme, dégénérescence, décadence." "These do not belong to Poe. They can be read into his life and genius only by a studied selection of incidents and an equally studied rejection of those that do not fit."

The selections from Poe's work comprise a generous number of complete stories, poems, critical articles, and fantasies. Around these is built up the critical estimate which establishes Poe as the poet of beauty at its ripest moment, the standardiser of short story architecture, the critic par excellence of literary technique, and a "frontiersman" in the search for a new region beyond the direct evidence of the senses.

Joseph Mosher.

THE GREAT EXPERIMENT

The First Year of the League of Nations. By George Grafton Wilson. 85 *p. D Litt., B.* $1.25

IN this little volume we have an admirably brief and clear presentation of what anyone interested in the formation of a League of Nations, will wish to know.

Beginning with the resolution taken in the first week of the Peace Conference, calling for a League of Nations, Professor Wilson follows the growth of the League. A commission of fifteen was appointed and its report constituted the Covenant, which, after revision, was adopted. A council and an assembly were therein provided for. The meetings of the Council are touched on briefly. They were ten in number, between the first meeting January 16, 1920 and the fifteenth of November in 1920 on which day the first Assembly of the League of Nations met at Geneva.

The report of this first Assembly is the most interesting part of the book—tho the little volume is happily free thruout from the dryness which Mr. and Mrs. Average Reader are likely to suspect in a work of this sort.

It is especially fortunate that Americans should have such a survey put before them at this time. A good many of us have imagined that because Uncle Sam isn't in the League there isn't going to be any League. That there is on the contrary a very healthy League Professor Wilson's book shows: a league of forty-eight powers, as against only seventeen remaining outside, of which United States, Russia and Germany are the only considerable powers.

Entirely apart from the value of the present League, a matter on which Profsesor Wilson attempts no judgment, all earnest men and women hope for a League. And it is at least wholesome for us to realize that we haven't broken up the party by staying away.

Margaret Haskett Anderson

"CLOSE-UPS" OF LENIN AND TROTZKY

Mayfair to Moscow. By Clare Sheridan. 236 *p. illus. O Boni & L.* $3

THE diary of Clare Sheridan, who "sculped" Lenin, Trotzky and other Bolshevist leaders, forms an interesting addition to the somewhat fragmentary data now at hand concerning the men who comprise the *de facto* government of Russia.

"Mayfair to Moscow" is a curious intermingling of the fragrance of Mayfair and the aroma of Moscow. It has the advantage of the view-point of a broad-minded woman of culture who went to Russia, fortified by birth and breeding to take the aristocrat's view of Bolshevism, but who looked around her with a sympathetic eye. Mrs. Sheridan bearded the lions in their den, the word "bearded" being used advisedly. She catalogs them as follows: Lenin, the statesman; Trotzky, the military leader; Zinoniev, the practical administrator; Dsirjinsky, the aesthete and philosopher; Krassin, the business head; Kamenev,

CLARE SHERIDAN, AUTHOR OF "MAYFAIR TO MOSCOW"
Boni & Liveright

the cicerone. Glimpses are also given of H. G. Wells, W. B. Vanderlip and John Reed whom Mrs. Sheridan met in Moscow.

One regrets, with the author, the necessity of missing chances to "sculp" the picturesque persons she encountered, one realizes with her the exceeding informality of Russian customs and the physical burden of working nights and sleeping days if one would meet prominent people.

"Mayfair to Moscow" does not purport to be an analytical study of Bolshevism and its leaders. It is a chatty intimate story of first-hand acquaintance with these men. It is the sort of thing which Mrs. Sheridan would undoubtedly tell very well over the tea-cups. As such it is very interesting reading, for a story of days so formative and of men so busy as these when seen thru intelligent eyes can not be otherwise.

Robert Deane.

IT WAS in a house on the corner of Joy and Beacon Streets, Boston, that Mrs. Waldo Richards completed the work on her last anthology, "Star Points" (Houghton). Not until Arthur Guiterman called her attention to it did she realize how well her street address fitted her occupation.

OCEAN-BORN PHILOSOPHY

An Ocean Tramp. By William McFee. Dou., P. $1.75.

THIS first American edition of the first published work by the author of "Casuals of the Sea" and "Aliens" would be very much worth while if only for the sake of the special supplementary preface, largely biographical and characteristically whimsical, thru which we obtain interesting side-lights both on the young man who wrote this first book, and "undoubtedly died and buried himself in his pages," and also of that much older and more cynical person who "voyaged all over the seven seas, accumulating immense stocks of local color, passing thru the divers experiences which befall sailor-men, and gradually assuming the rôle of an amused spectator."

It happens, however, that an "Ocean Tramp" is one of those very rare first books for which any kind of preface, initial or supplementary, is superfluous. It was written, and this largely accounts for its rarity, mainly to please the writer himself; it was written long before he had reached that saddened stage of development which makes him an amused onlooker at life; he was still one of the human cogs in life's turmoil, functioning at white heat. And here comes in the paradox that we sometimes find in one or two books by men who have followed the sea: namely, that the white heat of a seafaring life is inevitably blended with infinite time for reflection. Perhaps that is what Mr. McFee means when he says, as his final word on sea-life, "A man is pre-eminently conscious of a Soul."

As originally put out, this volume purported to be the random letters of the author's dead friend. They do not pretend to tell a story; they have no definite structure or continuity; they are simply an eager, crowded, tumultuous outpouring of the motley, thronging, kaleidoscopic memories and impressions, visions and dreams, engendered and wrought out thru the endless monotony of days and nights deep down in the vitals of the throbbing, pulsing engine-room. We have had many a kindred book, written from the forecastle or the yard-arm point of view, with salt tang in the nostrils, and the whole sky and sea meeting on the rim of eternity. But an ocean-born philosophy, nurtured amid the rhythmic life-throbs of that modern man-made giant, the steam-engine, is something new, something curiously thought-compelling—something that the exceptional man with a touch of genius in him can perhaps give us just once, before he has grown too sadly sophisticated.

A book such as "An Ocean Tramp" is the product of a transient mood; it is, symbolically speaking, a motion picture of a human soul. There are, no doubt, certain readers afflicted with a kind of imaginative color-blindness, whom a book like this will leave cold. But one of the safest guesses that a reviewer may venture to make is that if you, or you, or you, find it to be your kind of book, you will very carefully put it upon the shelf reserved for those red-letter discoveries that are so few and far between.

Frederic Taber Cooper.

IN A RECENT lecture at Hunter College, New York, Dr. Ludwig Lewisohn, author of "The Poets of Modern France," "The Modern Drama," (Huebsch), commented on the changed literary status of the Middle West. This statement by Dr. Lewisohn and a recent characterization by H. L. Mencken, in "On American Books" (Huebsch) of Chicago as the true literary center of America gives rise to an interesting speculation. Will the young literary aspirant of the future who happens to be born in the East obey the Greeley injunction to go West? Will the future Frank Norris, instead of coming to Harvard, go to Michigan or Wisconsin or Chicago? Will Gopher Prairie and Winesburg and Portage be the Meccas of literary pilgrims from the East? It is a terrible thought for Greenwich Village.

VERY SPECIAL APPEAL

"For the medical reader of 'Main Street' an appealing chapter is that describing an amputation."—Morris Fishbein, M. D.

Two thousand authors I recall
  In order alphabetical,
But Sinclair Lewis leads them all;
  His medico is medical!

I like his "Main Street" undertones,
  So cutting, yet so cynical.
When Sinclair gets to sawing bones,
  His every step is clinical!

I love his clever shifts to save
  The yokel, crass, material,
To whom "Spoon River" only gave
  Indignities funereal.

This method never, never grates.
To Lewis give the palm!
He delicately amputates
  What Masters would embalm!

—KEITH PRESTON in the Chicago *Daily News.*

ROBERT SIMPSON, author of "The Bite of Benin," sets his latest novel, "Swamp Breath" (McCann), in the Africa he knows so well. It is the story of two conventional English people set down in the heart of wildest Africa.

The Month's New Books

A classified and selected list of representative new books recently published. Annotations are descriptive rather than critical and intended to be unbiased, and are mainly informative of the scope and purpose of the book. Books specially reviewed are not listed.

Fiction

THE FOURTH DIMENSION. By Horace Annesley Vachell. 305 p. D *Doran* $2
A novel asking the question, "Is a professional career for a woman compatible with domestic happiness?"

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Among the Authors

C. Kay Scott, author of "Blind Mice" (Doran), is an American who has spent most of his adult years in an adventurous life of travel and residence in almost every country of the world. He is now living in America. His wife, Evelyn Scott, is also a novelist.

Morris Ryskind, author of a book of verses, "Unaccustomed As I Am" (Knopf), is in California for a month or so as title-writer for a moving picture concern. He writes that Will Rogers the other day showed him some of his new stunts with the lariat. "What do you think of that?" queried Rogers, showing his very latest. "That," quoth Morris without even hesitating a second, "I would say is your *magnum ropus*."

In a "Stampede" show and dance put on annually at Denver by the newspaper men of the state, William MacLeod Raine, author of "The Big-Town Round-Up," was chosen cowboy emeritus for the occasion. Arrayed in the well-worn paraphernalia of his old riding days, he helped stage a hold-up worthy of one of his own novels. Later he gave a five-minute cowboy talk and distributed prizes to the dancers. Mr. Raine's latest novel, "Gunsight Pass," is scheduled for May (Houghton Mifflin)

Her new novel, "Play the Game" (Appleton), seems to have been written under ideal conditions according to Ruth Comfort Mitchell's own description. She wrote it in a tiny workshop on the hill above her home in California. "My desk," she says, "is on the blank side, but when I look to the left, I see the Coast Range, topped by Mount Hamilton with the redwoods silhouetted against the sky, and when I turn, I look straight up into our own climbing hills." After writing from nine till one, she and her husband ride their trail horse over the hills.

Enos Mills, the well-known naturalist, whose most recent book is "Waiting in the Wilderness" (Doubleday), believes that James Oliver Curwood is one of the few men writing fiction who really knows nature. In commenting on Curwood's "God's Country" (Cosmopolitan) he wrote: "An autobiography is written late in life,—but Curwood had the courage to write his story while the sun of life was big overhead. This stirring autobiographic story carries appreciation of nature at its true worth. It is a story of man and nature, it has the calmness and counsel of an old man, the urge, the eloquence and the action of a young one. Fortunate it is to be a nature lover. Curwood has lived wisely and writes like a lover."

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Frederick O'Brien is making a brief stay in New York, attending to the author's proofs of his many-times delayed new book, "Mystic Isles of the South Seas" (Century), before taking a long leap to Samoa or Tahiti. At one of these places he will join a party of young scientists making ethnological observations of out-of-the-way peoples all around the world between Cancer and Capricorn.

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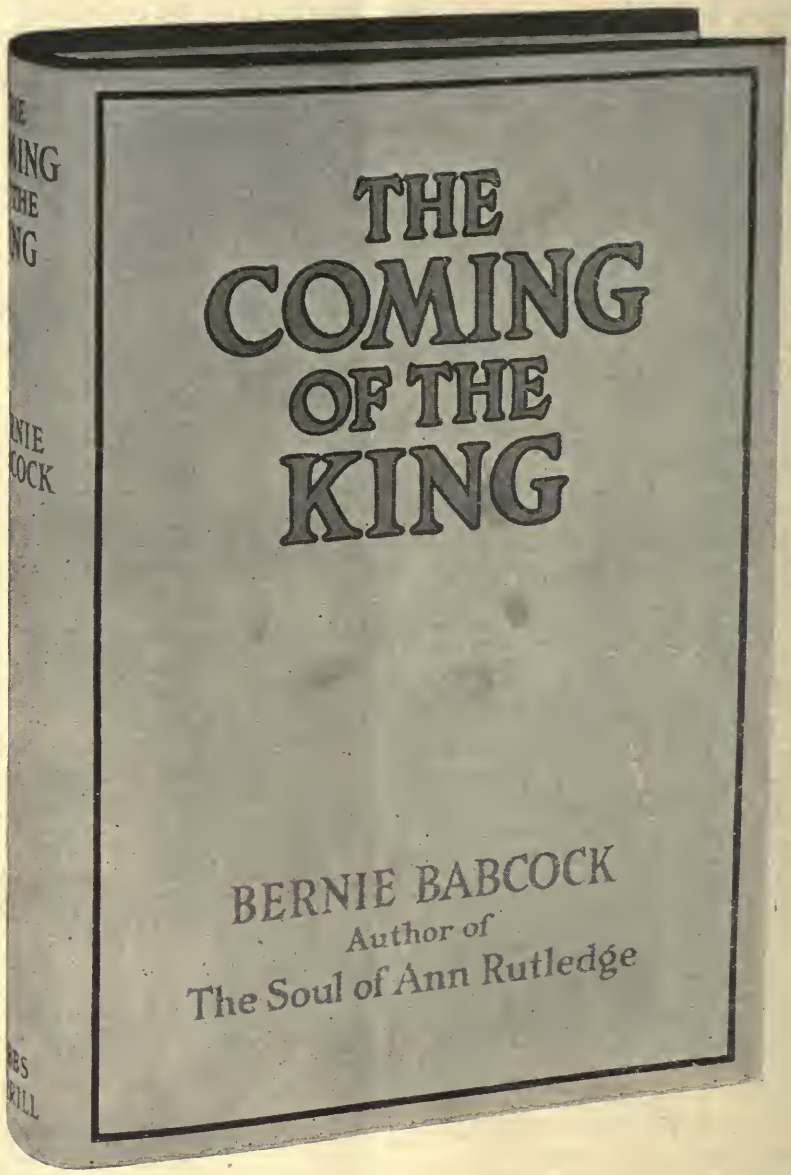

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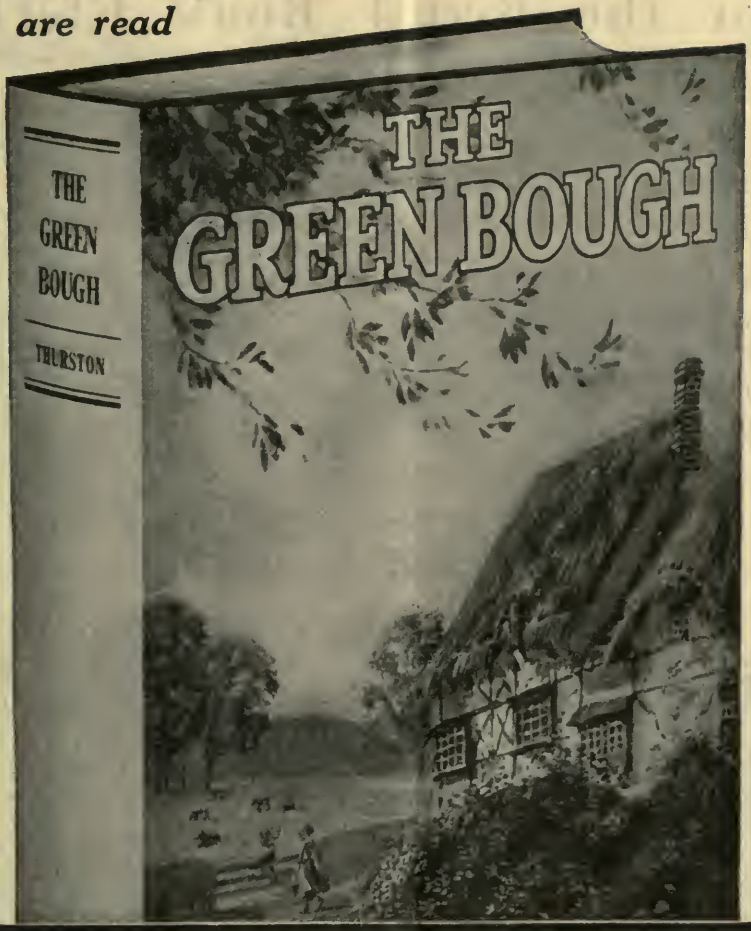
DORAN BOOKS

This book will be talked about wherever good novels are read



"All women would be as Mary Throgmorton if they dared"—writes E. Temple Thurston

of the heroine of his new novel. This is "The Green Bough," a piece of fiction which will take its place in popularity beside "The Age of Innocence" and "Miss Lulu Bett" for its splendid workmanship and the striking story it tells. Its theme will arouse the widest discussion—a woman who lives her life to the fullest, regardless of narrow prejudice. The author of "The City of Beautiful Nonsense" and "The World of Wonderful Reality" has never written more searchingly.

net $2.00

This Is an Appleton Book.

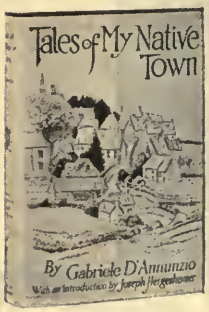
Publicity About "Spring Books" For the Retail Book Clerk

The clerk in the bookstore is an important factor in the success of the "Year 'Round Bookselling" program. It is good business therefore to place at his disposal every means which will enable him to make sales intelligently.

Selling Talks about the important books of the season will serve that purpose. They are prepared with the support of the leading publishers and are intended as a practical help to the retail salesman in making the best of a notable spring season.

The Publishers' Weekly, the pioneer in this effort, will issue its third annual SPRING SELLING TALKS NUMBER on *April 9th.*

Specimen Title



TALES OF MY NATIVE TOWN

By Gabriele D'Annunzio

Recent events have made D'Annunzio, the poet-hero of Fiume, a world interesting figure. . . . This volume of tales of his native town, reveals the background which made a D'Annunzio possible, the strenuous, colorful, sensuous and sensitive life of Italy. . . . They are written with the fire and artistry that made his work stand out, even in Italy, the land of artists. . . . Net, $1.75.

Published by DOUBLEDAY, PAGE & COMPANY.

In addition to its appearance in the April 9th *Weekly* "SELLING TALKS" will be reprinted in the form of a handy manual. A sufficient quantity of these manuals will be sent to every important bookstore for the use of the sales force.

There is no charge for the SELLING TALKS MANUAL—but to make sure that you can get a sufficient number of them for your sales help *please write us at once reserving the quantity you will need.*

THE PUBLISHERS' WEEKLY

To the Trade:

Here are five authentic examples of the way booksellers have had to increase their orders for

ROBERT LANSING'S

THE PEACE NEGOTIATIONS

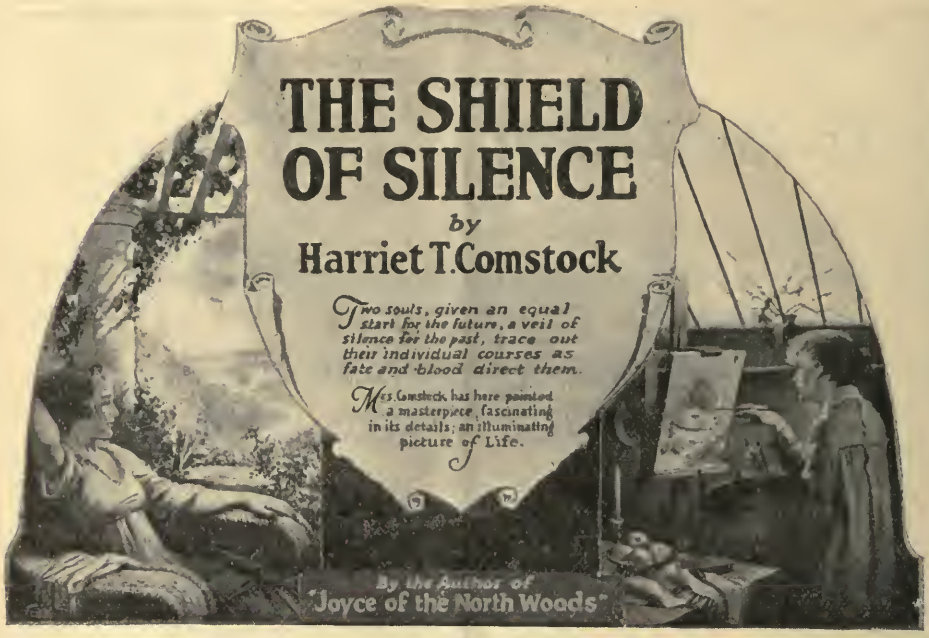
From	5	to	50	copies
"	10	to	660	"
"	100	to	500	"
"	250	to	1000	"
"	1000	to	5000	"

These typical samples of the way orders have been raised show vividly how the interest in the book is increasing and how quickly the sales respond to special work whether in the form of local advertising, or circularizing, or of solicitation of orders by telephone.

Now, when the book is on sale, we want to emphasize once more the free publicity it is getting in newspapers and magazines—publicity that it would cost hundreds of thousands of dollars to buy—and to urge every bookseller to take advantage of this unprecedented opportunity by exploiting to the full the unlimited selling possibilities of this great book.

Houghton Mifflin Co.

P. S.—We suggest that you wire your reorders as we have had to send the book to press four times already, and are having great difficulty in keeping up with the demand.



This is the display for

THE SHIELD *of* SILENCE

By the author of "Joyce of the North Woods"

—Harriet T. Comstock

"THE SHIELD OF SILENCE" is the greatest work of Harriet T. Comstock and one of the biggest novels of the season.

The eight color display by Gotlieb reproduced above, will attract many passers-by to your store. It is not only striking—it is beautiful and decidedly unusual.

Your display should reach you before publication date. If it does not, notify us immediately.

To be published March 30th

Doubleday, Page & Co.

RAND McNALLY Advertising—1921

Maps

This map advertising will reach millions of people. It will stimulate interest in maps. It will develop new users of maps. It will increase the business of every live RAND McNALLY dealer who will make use of our attractive, attention getting, display helps.

Request further information about this RAND McNALLY map advertising and let us send you a booklet telling how you can connect up your store with this national advertising campaign and benefit thereby.

Books

Our beautiful brochure will tell you about our big advertising campaign on juvenile books, just when the different advertisements are to appear and in what magazines. It will also contain copies of the advertisements themselves. Write for the brochure. Let us tell you about our DEALER HELP FEATURES. There are posters, signs, displays, imprinted circulars, etc. Together we can make this campaign very profitable for you.

Full-page and two-column advertisements on RAND McNALLY MAPS will appear every month during 1921 (except December) in The Literary Digest, American, World's Work, Review of Reviews, System, Printers' Ink, and Advertising and Selling.

Full-page and two-column advertisements on RAND McNALLY JUVENILE BOOKS will appear practically every month during 1921 in St. Nicholas, Youth's Companion, Little Folks, John Martin's Book and Children's Costume Royal. The Literary Digest, American, World's Work and Review of Reviews will be used in addition in December.

This advertising is interesting and attractive. It is well-written and it has a story to tell. It is bound to increase the sale of RAND McNALLY MAPS AND BOOKS.

1921 is sure to be a big year for RAND McNALLY dealers.

RAND McNALLY & COMPANY

Map Headquarters

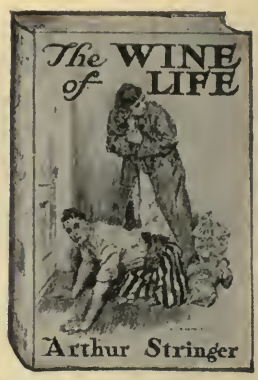
536 S. CLARK ST., CHICAGO

A new novel by

ARTHUR STRINGER

Author of

The Prairie Wife
The Prairie Mother
The Wire-Tappers, etc.



THE WINE OF LIFE

INTO New York's Bohemia comes Owen Storrow—fresh, clean, a product of the best our West has to offer. How long can a man keep his soul unsullied in such a milieu? That is the theme of this story—as old as **Thais** or **Sapho,** but as modern as the Plaza Tea Room at five in the afternoon and the Art Students' League on the night of the Fakirs' Exhibition. Youth, love, art, bohemianism, the integrity of the country contrasted with the fluxing currents of the city—every reader of books will find some one thing at least to appeal to him in this book.

Jacket in two colors by James Montgomery Flagg

Publication date
April 6th
Price $2.00 net each

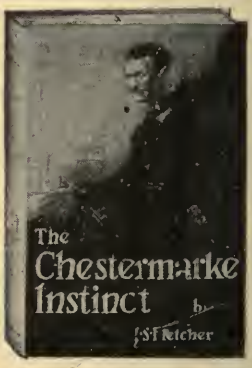
A new mystery-detective story by the author of "The Middle-Temple Murder"

THE CHESTERMARKE INSTINCT

By J. S. FLETCHER

MR. Fletcher's new novel deals with the extraordinary and inexplicable disappearance of the manager of a country bank. Whether he has met with physical harm—or whether he has defaulted with some exceedingly valuable jewels which are missing from the bank's vaults—is a question not solved until the end of the book. A yarn that will hold the reader to the final chapter—as good as any Mr. Fletcher has written.

Jacket in two colors by E. M. Jackson



ALFRED A. KNOPF, 220 West 42nd St., New York

NATALIE PAGE

By KATHARINE HAVILAND TAYLOR

Author of "Cecilia of the Pink Roses"

Colored jacket. Price $2.00

Suddenly transplanted from old Virginia, Natalie Page, young, pretty, unspoiled and a baseball pitcher of considerable renown, finds the restraint of polite society unbearable.

Natalie attempts to "start things moving" with the result that she becomes hopelessly entangled.

Humorously written with a delicate romance interwoven in the plot.

To be published in April

THE HEAVIEST PIPE

By ARTHUR W. PATTERSON

Colored jacket. Price $2.00

Appealed to by an unknown young lady, Chichester Somers, Esq., of Boston, commonly called Chick, promises to pose as the lady's husband for a short time.

Surprised by Chick's college chum, the situation becomes complicated and difficult.

The young lawyer is thrust into a series of adventures, and eventually lands in Maine on an island said to be haunted. There is a search for treasure in which the heaviest pipe plays an important part.

A story of love, mystery, thrills and a great deal of humor.

To be published in April

THE ROAD TO NOWHERE

By ERIC LEADBITTER

Author of "Rain Before Seven"

Price $2.00

This is a strong story of unusual distinction. The author conveys a striking impression of reality and describes his characters with a sure and true insight.

The scene is laid in London, and deals with the complications resulting from the intimate association of the people of the middle class with the aristocracy.

Now ready

ROBIN HOOD and HIS MERRY MEN

Washington Square Classics.

Retold by SARA HAWKS STERLING

Price $1.50

Miss Sterling has taken the old ballads and legends and with the true spirit of appreciation has rewritten the stories in the charmingly quaint language of which she is capable.

A remarkably complete edition illustrated with eight illustrations in color by Rowland Wheelwright.

To be published in April

GEORGE W. JACOBS & COMPANY

PUBLISHERS PHILADELPHIA

Back of the Harper Name 104 Years of Good Books

SCATTERGOOD BAINES

Scattergood Ought to Reach 100,000----

SCATTERGOOD is one of those shrewd, genial cusses that everybody likes. He'll be part of our language before long! You'll hear people calling their friends "regular Scattergoods."

You'll enjoy this book.

People liked David Harum and they'll like Scattergood Baines just as much. He's just as original in his own way! He keeps you chuckling and laughing over gems like this: "Politics took in moderation follerin' a meal of business, makes an all fired tasty dessert," and this, "Human *nature* gits blamed f'r a heap of things that ought to be laid at the door of human *cussedness*."

Scattergood's a sensation! People are already asking about this unusual person—Scattergood Baines. Keep this book on display.
$2.00

by
Clarence Budington Kelland

Est. 1817 Harper & Brothers New York

Ready APRIL 1—

Surprisingly Beautiful Women

tragedy in their faces, their bodies gleaming like ebony—old world gardens, nestling behind crumbling walls where death lurks—this is Haiti, hushed and threatening, sun-drenched and sinister, the island to which Stephan Thayer came. What happens is the story,

The PATH OF GOLD

The book is founded on thrilling facts uncovered by author and artist while in Haiti as special correspondents for Collier's Weekly.

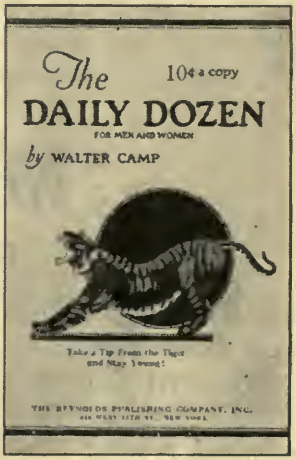
A great novel by a new author!

12 mo. 46 illustrations—Four-Color Jacket—302 pages
Lower priced, larger discounts—Imprinted postcards supplied.

Ready APRIL 12—

Taking a tip from the Tiger—

The caged tiger in the zoo has an easy and pleasant way of exercising, Watch the contented smile on his face as he stretches, and the lithe muscles ripple as he moves! Is he as powerful, as energetic and agile as when they captured him in the jungle? Has he lost his intense vigor and strength? Step into the cage and see. In his narrow confines he keeps fit! *He knows how to exercise!* Walter Camp, famous physical instructor, has put his years of experience into a complete and valuable booklet,



The DAILY DOZEN

It is the tiger's way of staying young—adapted to the human body. It retails for only ten cents. Write for special quantity discounts.

Walter Camp promises health and prolonged youth to all who follow this little booklet Its low price makes its sales value exceptional.

THE REYNOLDS PUBLISHING COMPANY

416 West Thirteenth Street - New York City

America's Best

"The Brimming Cup"

By Dorothy Canfield

The first review:

"Dorothy Canfield has done fine work before, but now she has become a force, welding the culture and grace of the older fiction with the fearless honesty of the new. **'The Brimming Cup'** is a bigger, a finer, a more searchingly honest, a more penetrating novel than **'The Bent Twig'** ever promised us that she could write."—*The Boston Transcript.*

Third large printing within ten days of publication—$2.00

"Main Street"

By Sinclair Lewis

But "Main Street" is not merely a popular novel for a few months; it is one of the great works of American literature. "It ranks with 'The Scarlet Letter,'" says William Allen White. And John Galsworthy calls it "a feather in the cap of any literature."

Eighteenth printing (40,000 *copies*) *now selling.*—$2.00

Harcourt Brace & Co., 1 West 47th St., New York

The Publishers' Weekly
FOUNDED BY F. LEYPOLDT

March 26, 1921

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

The Printing Situation

IN Binghamton the newspaper and general printing plants are proceeding on an open shop basis, having failed to make any reasonable arrangement with the printing Unions. In New York the steps toward arbitration of wages are proceeding, and, as the facts are gathered, it seems apparent that it would be fully as much to the benefit of the men as to the users of printing if some reduction were made, as there is a great deal of unemployment and publishers have come to a halt on numerous enterprises which cannot be profitably undertaken under present conditions.

In England the wages have automatically been reduced as the cost of living has gone down, and they ought to do the same in this country, as the wage increase was based on living costs. The Bureau of Labor Statistics in Washington shows that commodity prices have decreased thirty-eight per cent since the high peak of 1920. When the wage question in the printing shops of New York was opened up three weeks ago, there had been wide decreases in the wage scale in many directions but few in the field of organized labor. Since that time, however, there have been almost daily announcements of decreased wage scales which were resulting in putting factories back into operation. If the employees wish to keep the New York printing shops occupied, some such step would have to be taken, especially as what work is being done has been going out of town rapidly, and still other work has been going to small open shops which are finding this their opportunity.

The solidity of Unions is also seriously threatened, as the bindery women have been accepting positions in open shops at lower scales than the Union wage agreed upon between the Printers' League and the Unions to which these women belong. This means a breaking up of that particular Union if the women prefer to have work at the lower scale, rather than Union membership and no work at the higher scale. It is undoubtedly more difficult to keep women to the Union methods, but the result of that apparent break is a serious matter to the eight Unions which make up the printing trade of New York.

Looking Ahead to the Fall

THE condition that is common to most large businesses, i. e. that merchandise needed for the fall and Christmas trade must be designed and manufactured many months in advance, is not, to so large an extent, present in the book business. In the case of standard lines, however, and in the field of competitive series, picture books, leather bound books and many trade staples the same condition must obtain as in other fields, and economical manufacturing is not possible unless the manufacturer can obtain a large part of his orders in advance and from samples, so that the amount of goods produced during the summer can be fitted to the actual demands that come. This is particularly true on seasonal things where the designs for covers and jackets for fall and Christmas business are changed from season to season, and where it is extremely important in order that prices be kept at the bottom that the publisher be able to anticipate in advance the probable amount of goods to be demanded.

Booksellers are largely familiar with this situation, as in such related fields as greeting cards they have already placed their orders for fall delivery. From now on there will be increasing necessity that the bookseller shall place his orders for staple and competitive lines of books in order that they be manufactured during the summer. There will undoubtedly be an inclination to hold off on such orders in a year that has promise of ever changing conditions, and yet the decisions must be made and the ability of the bookseller may come to be judged by his courage in stepping ahead and making plans, even in a difficult year.

No one can prophesy the exact conditions that will face the bookstore next fall and Christmas. Each dealer must judge somewhat of the conditions in his own city but that there is an undercurrent of optimism after ten weeks of 1921 cannot be doubted.

The question of price levels must also be in the minds of every buyer who is placing orders much in advance, and publishers would do well

to lay on the table all facts at their command, so that the retailers may feel that they are basing their anticipations on all the information available. One publisher is guaranteeing that if any prices are lowered between now and the fall on books sold this year he will rebate on any books that are at that time on the dealers' shelves.

It is quite apparent that there have been no recessions in manufacturing costs so far that would justify decreases in price levels, as the publishers have already had to take care of fall increases in printing and binding that were passed to them but which they have not been able to pass on. The New York Employing Printers are now endeavoring to get relief from the unfortunate printing wage increase of last December, and this would help the publishers to keep the levels that were established last fall, and put many books back into print.

If any further recessions are obtainable, they may be applicable later, but it would seem better wisdom for the retailer to plan for his fall business with the information on hand lest there will not be enough manufacturing done to supply stock in these general lines for those who will need it.

The real profits of next fall and Christmas in this class of merchandise are going to be made not at that time, but within the next two months, and the book-trade, publishing and retail, will need to lay its plans as far in advance as possible, in order that it may be wisely prepared for a good business and not have all its manufacturing and planning to do when the rush of fall comes with the presses full of current books.

Copyright

THE Canadian Copyright Bill referred to in our last issue, whose passing would be made possible by the feeling in Canada that the manufacturing clause in the American copyright ought to have equal value in building American printing, should certainly be a very direct suggestion for immediate action in correcting our own situation.

It is just thirty years since the American Copyright Bill was passed, into which was inserted the clause requiring American manufacturing of a book by a foreign author if it was to receive our copyright protection. The story of that Act with its effect on international relations is especially deserving of careful review at this time, and for that reason the PUBLISHERS' WEEKLY reprints in other columns an article by George Haven Putnam, who, more than any other person, has been responsible for progress in United States copyright matters, and who addressed the article we print to the International Typographical Union at its Convention in Montreal on March 10th and 11th.

It is the Typographical Union whose support is needed to get this change in our fundamental Copyright Law, and the change once accomplished would enable us to take our place as we long ago should have in a real family of nations, including practically all the nations who are makers and distributors of books.

Books of the Month

Best Sellers Last Month

Compiled and arranged in the order of their popularity from exclusive reports of leading booksellers in every section of the country.

FICTION

The Mysterious Rider, by Zane Grey. *Harper.*
Main Street, by Sinclair Lewis. *Harcourt.*
The Age of Innocence, by Edith Wharton. *Appleton.*
The Sisters-in-Law, by Gertrude Atherton. *Stokes.*
Potterism, by Rose Macaulay. *Boni & Liveright.*
The Valley of Silent Men, by James Oliver Curwood. *Cosmopolitan.*
The Top of the World, by Ethel M. Dell. *Putnam.*
Jacob's Ladder, by E. Phillips Oppenheim. *Little, Brown.*
A Poor Wise Man, by Mary Roberts Rinehart. *Doran.*
The Vagrant Duke, by George Gibbs. *Appleton.*

GENERAL

The Outline of History, by H. G. Wells. *Macmillan.*
The Autobiography of Margot Asquith, by Margot Asquith. *Doran.*
White Shadows in the South Seas, by Frederick O'Brien. *Century.*
Now It Can Be Told, by Philip Gibbs. *Harper.*
The Americanization of Edward Bok, by Edward Bok. *Scribner.*
Abraham Lincoln, by John Drinkwater. *Houghton.*
A Straight Deal or An Ancient Grudge, by Owen Wister. *Macmillan.*
Roaming Through the West Indies, by Harry Franck. *Century.*
Auction Methods Up-to-Date, by Milton C. Work. *Winston.*
Theodore Roosevelt and His Time, by Joseph Bucklin Bishop. *Scribner.*

The United States Still Stands Aloof

By George Haven Putnam

IN 1886, I received instructions from the American Publishers' Copyright League, which represented both the authors and the publishers, to present for the consideration of Congress the draft of a bill which should secure copyright protection in the United States for works originating outside of American territory in countries the copyright statutes of which were prepared to give reciprocal protection to works by American authors.

This bill had been so framed that if its provisions had been accepted, the United States would have been put in a position to become a member of the Convention of Berne. This Convention, which itself dates from 1886, included at that time in its membership nearly all of the literature producing states of the world and at the present date the membership of these states is practically completed, the United States being the only outsider.

Under the provisions of the Convention of Berne, the protection of copyright is extended over the entire territory of the States that have accepted membership in the Convention, with the condition that no state is to impose any restrictions upon the copyright conceded to the citizens of other states differing from the regulations applying to its own citizens. The publication of a work in one of the States belonging to the Convention secures for it copyright protection in all the states for a term in each state not less than that accorded to its own citizens.

The representatives of the book manufacturing trades, and more particularly the representatives of the Typographical Union, found no reason to object to the granting of copyright protection to works originating outside of the United States. They took the ground, however, that in order to prevent unsatisfactory interference with book-manufacturing in this country, copyright protection ought not to be granted to any work that had not been "wholly manufactured within the United States."

Sufficiently Protected By Tariff

The authors and publishers, a group which included a good many protectionists, were themselves of the opinion that whatever protection was required for the book manufacturing interests of the country could be secured for printers, binders, photo-engravers, etc., under the provisions of the tariff. These tariff provisions had been framed so as to secure the protection for all manufacturing interests and industries, and in no division of manufacturing other than that of book manufacturing had it been thought necessary to secure any further protection than that which was accorded under the tariff statute.

The representatives of the book-manufacturing trades made clear, however, that they would make opposition to any bill that did not provide for American manufacturing of a copyrighted book, and rather than have further delay in securing an international copyright arrangement, (important for the interests of American authors as well as for justice and fairness to transatlantic authors), the Copyright League instructed me and its other representatives in Washington to modify the bill so as to include the manufacturing requirement, and the bill with such requirement, became law in 1891. The amended law of 1909 includes, with some few additions, a similar manufacturing requirement.

Impairment of Our Prestige

The publishers who are, like myself, not only publishers but book manufacturers and printers, are of opinion that neither in 1891 nor in 1909 did the book manufacturing trades of America require any such double protection. We took the ground that American printers and binders were quite able to compete even at that time with the printers and binders on the other side of the Atlantic, and that whatever disadvantages they might be under (in connection more particularly with the higher cost of labor in America) could be offset for book manufacturing, as for other manufacturing, by a provision in the tariff act.

Whether or no this contention was well founded in 1891 or in 1909, it is certainly, as we contend, the case today, that, with the changes produced under war conditions, with the improvement of book manufacturing machinery, with the effectiveness and intelligence of the men employed in the book-manufacturing industries, these industries are perfectly able to take care of themselves not only in their home market, but in markets outside of the United States.

I had the opportunity of pointing out that the American publishers were now finding fresh markets for books printed in this country. We have direct relations with Australasia and other British Dominions which had heretofore depended for their books upon editions manufactured in England, and we are working up, with good prospect of profitable results, a market in South America for books printed in the United States, in part in English and in part in Spanish.

There are various grounds on which it is desirable for the United States to accept membership in the Berne Convention. You will, I think, agree with me that there is a certain impairment of prestige for a country like the United States, which is one of the largest producers of literature, and which is probably the largest consumer of literature, of any country in the world, to remain outside of a group of nations that have associated themselves together for furthering the literary interests of the world.

The provisions of the Berne Convention were

shaped very largely by book manufacturers working in conjunction with the representatives of the authors. When in the discussions in Berne the speakers spoke of "literary interests," they had in view the interests of the producers and of the book-manufacturers as well as of the authors.

In advance of the organization of the Berne Convention, American publishers with world-wide connections and with ambitions for extending the publishing interests of the country, had entered into agreements with European publishers for the production of international series. When certain of the most important items of the cost of such series can be divided between two or three or four or five markets, there is a decided advantage to both the producers and consumers of books. The factors of cost that can be thus divided among all the markets secured are the payments for the authorship and for the illustrations.

International Series

Between such markets as France and Belgium, or England and America, which handle literature in the same language, there is the opportunity also of dividing the cost of typesetting and electrotyping. An example of such international series undertaken forty years or more back was the *International Science Series,* which was published in five or six markets and which was initiated by an American publishing house, Appleton. Later examples of similar international undertakings are the *Heroes of the Nations Series,* and the *Story of the Nations Series,* both initiated by G. P. Putnam's Sons, and carried on under my editorship. The contributors to these series are selected from scholars thruout the world who have made themselves the accepted authorities on their several subject matters.

In a number of cases, the typesetting and electrotyping of the volume is completed in the country where the author is at home; but in the *Heroes of the Nations Series,* for instance, the typesetting and electrotyping, even for the books originating in Great Britain, had, with few exceptions, been done in our own Knickerbocker Press on this side.

The development of such international series is of first importance for the extension of the publishing trade, and American publishers have had much to do with the series thus far published and with plans for future similar undertakings.

It is difficult, however, to secure such undertakings the co-operation of European publishers as long as the United States remains outside of the Berne Convention. These European publishers point out that the conditions of the American copyright statute are exceptional and troublesome. The international copyright relations of the United States depend upon individual treaties and arrangements, the conditions of which vary with one nation and another.

It is the general opinion of the transatlantic publishers with whom American publishers want to work in co-operation that the whole business of international series can be carried on effectively only when all the states concerned are on the same footing as far as world's copyright protection is concerned.

It will be understood that in such international series, even in the cases in which the typesetting and electrotyping are done not in the United States but in some European state, there is no loss of work for American manufacturers. The series could not be carried on at all unless the publishers had freedom of action for manufacturing each book where it could be done to best advantage.

The American manufacturing market has a clear gain in the production of the number of volumes made on this side.

About twenty years back, I made application thru our State Department to secure a copyright treaty or arrangement between the United States and Japan.

The educational publishers of this country had been successful in securing introduction into colleges and high schools in Japan of a number of their books. These introductions involved heavy outlay in connection with the journeys of expensive educational representatives and in connection also with the necessity of distributing to the instructors a large number of complimentary copies.

The business gave promise, however, of good results, but the possibility of returns was promptly undermined by the action of the Japanese printers. They brought into print Japanese editions, the pages of which had been reproduced, text and illustrations together, by some gelatine photo process, and their books were sold at about one-fourth of the cost of the American books as delivered in Yokohama. The manufacturing of the large supplies, on the sale of which the American publishers had counted, was, therefore, lost for the American publishers as well as for the printers, binders, etc.

A Slap In the Face

These Japanese printers had been doing a similar profitable business with reproductions of English, French and German books. The Japanese Government decided, however, that rather than to remain outside of the comity of nations, they would accept membership in the Berne Convention, altho this decision involved considerable loss of business to the Japanese printers and no advantage to Japanese authors or publishers as their books were not being appropriated in Europe. This step had been taken at the time when our Department of State had, at my instance, made application for a copyright treaty with Tokio.

The Imperial authorities were able, therefore, to give to America what may be described as "a diplomatic slap in the face." They reported, that Japan had accepted membership in the Convention of Berne. The communication said further that when the United States had "followed the example of other *civilized* nations and had come into the world-wide Convention, there would be no necessity

for a separate treaty." So the matter rested for some years, but finally, rather than to be classed as a "pirate nation," Japan *did* execute a copyright treaty with the United States.

It is the conclusion of the American authors and publishers that on the grounds of comity and prestige, the United States ought now, after waiting for one-third of a century, to accept membership in the Convention of Berne. It is further the conclusion of the American publishers, who are naturally interested in the development of book manufacturing—and many of whom are, like myself, owners of book manufacturing establishments, that under existing conditions there need be no apprehension of interference in any way with the book manufacturing interests in this country thru a measure that should remove the restriction now placed upon securing American copyright protection for books produced outside of the country.

We have had an example during the past few years of the difficulties caused by the manufacturing requirement. Under the conditions resulting from the war, the copyright of a number of books, English and American, was forfeited because they could not be produced on either side of the Atlantic within the time or under the conditions specified in the copyright statutes.

An amendment to the copyright act, which has, as you know, now become law, will secure protection for Britain and for America for such of the books issued during the four war years as have not already been pirated. There ought, however, not to be risk of similar interference in years to come with the protection of literature.

The book manufacturing trades have a direct interest in furthering the extension of American publishing undertakings. I trust that the representatives of these trades will decide that they are quite able under conditions now obtaining to hold their own against any transatlantic competition, and that they have a business interest, as well as a citizen's interest, in the removal of all restrictions on American publishing undertakings.

The Better Packing for Books

By Waldon Fawcett

(The subject of the wrapping and mailing of books is so very much under discussion now that the PUBLISHERS' WEEKLY *asked its Washington correspondent to investigate the subject there, since the government has made extensive experiments in the most efficient and economical methods.)*

IF the interest of the government in the technique of protecting books in transit were solely of a theoretical variety, publishers might be under fewer obligations to show respect for the conclusions reached. But, aside from "laboratory work" (which is not to be scorned), the Federal business establishment at Washington faces as an everyday obligation all the practical necessities of book parceling and labeling.

One has only to remember that last year the government sent to the libraries an aggregate of over two million publications, to realize that the office of the Superintendent of Documents and the mailing divisions of the several executive departments at the capital are, for the purpose of daily routine, in much the same position as the private publisher.

Lightweight Wrappings

While national bureaus have been approaching thru scientific channels, the problems of packing, etc., the book dispatching forces have been in a measure working out their own salvation in practical and economical ways. The present governmental practice in wrapping individual cloth-bound volumes for mailing is simplicity itself. The fact that, with a tremendous volume of deliveries of books of all sizes to all sections of the United States and insular possessions, the prevailing system has proved satisfactory must tend to justify the methods in the eyes of publishers and booksellers whose first impulse would be to regard the standard United States wrapping as inadequate.

The great preponderance of cloth-bound books (and, of course, all paper-bound books) are placed in the mails under a double wrapper of good but not extra heavy kraft paper and with no straw-board packing or corrugation of any kind. A certain small percentage of the government books are encased in cardboard holders but even in these exceptional cases the stock used is of moderate weight. In further proof of the governmental trend to simplicity it should be said that the Federal book mailers have concluded virtually to discontinue the use of protective corners. The government has never used the metal corners but has used to some extent in the past the fiber corners. In some instances make-shift corners are fashioned by folding the cardboard above mentioned but only for books of unusual size or those in which special considerations are involved. The great majority of books under government imprint, including the Yearbook of the U. S. Department of Agriculture, representative in size and weight, are "dressed" for the mails by enclosure either in a heavy envelope or double wrappings.

A misconception has existed in the book-trade with respect to the mailing of the Agricultural Yearbook which is accounted, in the long run, Uncle Sam's best seller. A few years ago the plan was inaugurated of sending the individual copies of the Yearbook (the edition runs to about 600,000) by registered mail and requiring a return receipt. The impression became current that this precaution had been

taken to secure care in handling and was construed as an indictment of the post-office for the risks to which books in the ordinary mails were subjected. The facts are that the registry plan, now abandoned, was resorted to to compel the return of undeliverable volumes. The Department of Agriculture had reason to suspect that some of the Yearbooks were not reaching the desired destinations. Hence the registration plan was resorted to as a means of checking up the mailing list.

The approved book wrapping in general use consists, as has been said, of a double wrapper or a wrapper and "filler." The inner wrapper or filler is, on each dimension, slightly smaller than the outer. Some of the mailing rooms follow the practice of cutting the inner wrapper kite-shaped, whereas the outer wrapper is rectangular. The effect, when the ends are folded in, and the wrappers have been drawn taut and pasted, is to afford an interlocking covering of surprising strength, considering its weight.

For Foreign Mail

Some book publishers who have investigated the government system of wrapping books have felt that it gave no help to their problems because of the fact that the government, thanks to the privilege of mailing under frank, could paste the wrappers closing the package against postal inspection, an advantage not enjoyed by the private publisher, because the sealed book would have to travel first-class, at prohibitive cost.

When the government sends books abroad, packaging the volumes for entry into the foreign mails, it is on a par with the private publisher, but it clings to the double wrapper with no "cushion," save in exceptional cases, to take the impact of the shuffling motion to which mail is subjected during a lengthy ocean voyage. The only modification of domestic routine is in the leaving open of one end of the wrapper, to conform to foreign requirements. To avoid danger that the book might work thru the open end, each package is tied with an ordinary grade of jute twine or equivalent, passed once around the book lengthwise and twice across. Government mailers claim that it is possible to draw the twine tightly enough without risk that the package will string-cut despite the absence of corrugated board or other shock absorbers.

Little concession is made for length of journey. The premise is, that it is rehandling rather than mileage that spells wear and tear for packaged books. If books can be routed direct from Washington to San Francisco, no change is necessary in the packing practice of shorter hauls. Mention of direct routing brings us to one of the important features of the government book-handling methods, the transmission of books, in quantity, in mail sacks.

The government has, at one time or another, employed all the familiar mediums for the conveyance of books in quantity. Latterly, however, there has been evolved an innovation that is given preference whenever possible. This consists in the transformation of the ordinary mail sack into an ideal book carrier by means of the installation of a trunk-board lining. Champions of the idea are most enthusiastic regarding it. They claim that the safe conduct accorded the books is equal to that afforded by any box. Incidentally there is protection against dampness, etc., that is not equalled by all types of boxes or shipping cases, and the locked mail sack discourages petty pilferage. The trunk-board interliner is grooved and may be readily transferred from one mail sack to another.

While the shipment of books in quantity was not one of the acute packing problems which the war precipitated, nevertheless the exhaustive investigations conducted by government experts incident to the preparation of crating, baling, packing and boxing specifications revealed not a few ideas that may be serviceable to the book-trade. Such achievments as the invention of a lining paper for boxes, superior to the grades heretofore available and the development of the unbelievably staunch "three-way corner," adaptable to any crate or box, cannot fail to have significance as regards the shipment of a commodity such as books which represents dead weight and, which in consequence, must have containers of maximum strength.

The interlining paper adopted by the Engineer Corps of the U. S. Army during the latter part of the war was a waterproof kraft wrapping paper of 100 per cent sulphate pulp and of a weight of not less than 330 pounds, and a bursting strength of not less than 140 points. This paper is duplexed with and one surface waterproofed with asphaltum or its equal and is flexible but not tacky under ordinary weather conditions, albeit the paper must not wet or dampen thru in ten days.

Manilla Envelope Favored

Inasmuch as the chief interest of the publishers is in the method of wrapping small parcels, it is worth noting that an erroneous impression is current with some to the effect that it is governmental practice to roll for mailing everything rollable. It is quite true that government publications which are printed on the cheaper grades of paper—for example, the *Congressional Record* which is printed on news print—are, rolled, even tho the bulk of the individual copy might seem to present difficulties. In the case, however, of all paper bound publications on standard grades of book paper the inclination is to make use of envelopes of paper stock compatible with the weight of the publication to be enclosed. Indeed, as a wrapper for individual volumes, paper or cloth that must be left open for postal inspection, sentiment has swung to the use of an envelope of kraft or manilla paper stock, the flap of which is closed by twine or by a metal fastening.

Co-operative Book Advertising in Australia

By C. H. Peters
Melville & Mullen, Melbourne

THO in England and the United States, book advertising in newspapers and magazines is conducted by publishers, here in Australia practically all the book advertising is done by the booksellers of one capital, Melbourne.

An estimate of the amount spent by these booksellers in the newspapers, is £2,500 annually, quite half this sum being expended by two firms—the newspaper carrying this advertising, the Melbourne *Argus* circulates amongst booksellers and booklovers of all states because of the, to them, valuable weekly book-lists therein.

However the Christmas of 1920 witnessed an innovation when the Melbourne booksellers determined to initiate a "Buy Books" co-operative Advertising Campaign.

Financing the campaign was the first step; booksellers large and small, contributed according to their means and their sympathy with the idea, then generous help was received from the local publishing houses, and from the representatives of English publishers established in Melbourne.

The sum of money collected, £274, tho not considerable, was sufficient to allow the use of large spaces, quarter pages and twenty-four inches of double column advertising, in the three local dailies and three weeklies, and for the printing of window strips and shop cards, which, distributed free to small bookshops everywhere, secured billboard effect broadcast in suburbs and in country towns.

Extensive use of picture theater advertising slides was made, and so one of the chief rivals of bookreading was used to exploit the slogan of the campaign "Remember December the Book Giving Month."

The slogan chosen after much deliberation, proved after all a happy choice, for by its constant repetition in the advertising and from its rhythm and effective scansion it became in every sense a catchword.

The drafting of the advertisements was carried out, in the first place, by a bookseller's committee, and afterwards all efforts were carried to an expert who used and discarded as he thought fit, and produced some rattling good ads, which carried conviction.

Papers carrying the advertising were generous in their assistance, articles on "Books as Gifts," "Value of Reading" and literary subjects generally were published in the papers.

One newspaper man sees in the campaign, the opportunity of more co-operative advertising in other trades whose members individually cannot use large spaces. His remark, "This time the booksellers are showing the way" does not seem fitting, for seemingly the bookseller fights harder for his trade than any other retail business man.

Results are indeed difficult to key or trace, but here is an undoubted indicator. At a time when all trade in Australia was depressed, and other business showing decreasing returns, Melbourne and Victorian booksellers generally are reporting a record Christmas trade, exceeding even the boom Christmas of 1919.

Publishing in England

MR. SIDGWICK, of Sidgwick & Jackson, in a recent interview for the *Book-Post* of London made some most interesting comments on publishing in England. He said in part:

"All thru the war it was modern poetry which carried us thru, tho in 1914 that would have been considered the most desperate adventure of all. When Rupert Brooke's first volume of poems appeared in 1911 it did much better than most, but by the irony of circumstance his great popularity did not begin till after his death early in 1915. Volume by volume we produced nearly all the works he left behind him, and I may say that Rupert Brooke's works are still selling freely today.

"In 1916, the middle year of the war, five-sevenths of our turn-over came from modern poetry. Moreover, the psychological excitement which made people want to read poetry also made them want to write it. Since 1915, 70 to 80 per cent of the mss. submitted to us might be classified as modern poetry, and even last year the percentage was still 67 per cent. The sales are certainly slowing down now, except in a few individual instances, yet the effect of that extraordinary outbreak has been to promote the reading of poetry in general, especially modern poetry.

"I think that sufficient attention has not been paid to one solution of the price difficulty, namely, the raising of published prices in proportion to the rise in costs. If that is not done, it means that some member of what I may call the 'syndicate' (authors, manufacturers and publishers), who combine to produce books, must take less for his services than he previously took. Now, I do not see the commercial side losing, nor, on the other hand, do I see why it should be the author—or the publisher.

"The objection has been raised that people cannot afford to pay such prices, and it is probably true that the greater part of the pre-war book-buying public has come out of the war worse off than it went in, and must now economize. On the other hand, there is a large new public growing up, some of whom have more money than they know how to deal with, and it is these people whom we want to

accustom to book-buying. During the war the biggest bookseller in England—outside London, Edinburgh and Glasgow—told me that he had taken to keeping his shop open an hour later at night, in order to supply the wants of working-men who were putting down their seven-and-sixpences for technical books connected with their own branches of industry. The new book-buying public are naturally concerned first of all with books of a practical and helpful kind; it will take longer to cultivate a taste for pure literature among them, tho that will always have its public, I think.

"The publishing trade is not considered to be very prosperous just now, yet the number of young fellows who want to go into it is extraordinary. Since the armistice, I must have personally interviewed a dozen, all educated, cultivated, enthusiastic men, some with capital behind them. To most I've had to say that the art of the publisher begins in the packing-room, advances thru the counting-house, and develops on the 'rounds,' and that for every 'reader' or literary expert a publishing house can employ eight or ten men for other duties. In other words, there is far more business than literature in the profession, and it is the combination of the two, I think, which makes it so fascinating.

"If your business is reasonably small you live with every book you publish, from its birth to its old age (you hope!). Yet another thing which the uninitiated do not realize is the part which the publisher plays in originating books. There is an entire class of books which the publisher invents; then he looks out for the proper authors to write them!"

Book Titles

THE Londoner, in his February letter to the *Bookman,* writes:

"Illustrated books please me less and less as the years go by. They seem to be neither one thing nor the other, but interfere with the general appearance of good taste. It is so rare that an illustrator has the right feeling for literature or for the printed book. He does so many drawings, as a rule, because he has been paid to do them. Or he has been casting about for a book to illustrate, and regards his subject as a lucky find. There is with him no sense that here is a work which calls for genuine interpretation. He has no distinct 'call' to make any drawings, and the drawings he does make are miserable travesties of his more ambitious works. They are too often undertaken without thought of reproductive processes, and even when these processes are considered (and it is rare that an artist has had training in the mechanical details of such work) the processes themselves are still so imperfect that they are incapable of doing justice to anything of any delicacy. Between the artist and the blockmaker (or the collotyper) the poor book falls to the ground. In a plain text, without pictures, it might have been very well. But with type set close enough to present the air of being a solid block, and with the terrifyingly feeble drawings, reproduced inadequately, an illustrated book of any pretensions is almost surely unsatisfactory.

"This was the case with many of the books I saw in Knightsbridge. Their leaves had been opened by intelligent assistants at the places which showed the illustrations. The stoutest eye recoiled from them with horror. The effect was too ghastly. When, in addition, we fancied that the type page was something less than distinguished, there was such pathetic futility about the exhibit that it was best passed in silence. Not all the books, however, were of this kind, and the collection as a whole was almost reassuring. It showed that taste was not wholly dead in the land. It might be feeble, but it was not dead. If more such exhibitions could be held, and if modern books could be shown cheek by cheek with the better (or the best) old ones, we might really have something in the nature of a general improvement in taste.

"The question of titles is a remarkable one. I often wonder that when one has chosen a title everybody else does not immediately think of the same title. Very rarely does this anticipation occur, however. What happens as a rule is that once the title has been used everybody sees it as the only possible name for his own newest work. The titles of three of my books have been used afterward by other authors. This is an uncomfortable reflection, because it suggests that one works in secret, and confirms one's suspicion that nobody ever hears of one's books. But if royalty statements contradict this thought then there can be only two alternative explanations. Either later writers are the subject of unconscious memory, or they are careless, in choosing a title, to make sure that it is available. Unfortunately there is no copyright in titles. Novelists will continue to go black in the face with rage at seeing their own titles used again by hardy adventurers in the fiction market; but they have no redress. Moreover, it is often hard to discover if a title has been used or not. The search takes time, and even some professional skill, and as novelists as a class, apart from a very few, are among the most ignorant people in the world, I suppose that unconscious plagiarism and indignation will be their lot for the rest of time. Very rarely does a celebrated title get used again. On the other hand some very famous names have gained fresh lustre from modern reuse. I would instance 'The Old Wives' Tale' and 'Marriage.'"

"To read a book is to know and to own it is to possess the wisdom of another."

—H. H. Howland, Bobbs-Merrill, Indianapolis, in *New Era Magazine.*

WHEN EAST MEETS WEST

THE PHILADELPHIA BOOKSELLER: "'LANTIC CITY IS SOME PLACE. GOT NINE MILES O' BOARDWALK SIXTY FEET WIDE; MORE'N A HUNDRED LIFE GUARDS; TWELVE HUNDRED HOTELS; TWENTY MILLION VISITORS ANNUALLY; FIVE MILES O' BEACH PARK; TWENTY-SOME THEATERS; FOUR HUNDRED YACHTS; THE SHORTEST SKIRTS IN THE U. S. AN' THE LONGEST NIGHTS. IT'S GOT MORE ELECTRIC LIGHTS THAN BROADWAY AND MORE CLIMATE THAN CALIFORNIA. WHY, IF YOU STOOD THE ATLANTIC CITY BELLBOYS END TO END THEY'D MAKE A LINE—"

THE UNIMPRESSED CHICAGOAN: "YEH, THAT'S PRETTY GOOD. BUT SAY, HAVE YOU EVER BEEN TO ST. JOE?"

Souvenirs for Booksellers' Convention

THE Entertainment Committee for the Booksellers' Convention has received a number of inquiries regarding souvenirs for the banquet and it requests publishers who are expecting to prepare souvenirs to notify Whitney Darrow, chairman of the Entertainment Committee, care Charles Scribner's Sons, as soon as possible as to what the souvenir will be and when it will be delivered, so that distribution plans can be made in advance. Approximately 400 of each souvenir should be prepared and they should be shipped to Whitney Darrow, Chairman, Entertainment Committee, Booksellers' Association, Hotel Traymore, Atlantic City, N. J., so as to reach there not later than Monday, May 9.

The expense of entertainment of previous conventions has been borne by the local committee, but as this year there is no such local committee at the place of the convention, there is no such entertainment fund. The entertainment committee will have a number of expenses, such as the menu for the dinner, the programs for the play, the music for the dance, decorations for the banquet, and the Association has the expense of the regular convention program. If any publishers, instead of giving the usual book souvenir, wish to contribute for the expense of some one of these extra items of entertainment, they may do so by notifying th chairman of the Entertainment Committee.

Pacific Coast News

C. C. Parker, dean of the Los Angeles book-trade, finds it necessary to move the location of his store from the stand it has occupied on lower Broadway to the new Pacific Finance Building being constructed at the corner of Sixth and Olive. Mr. Parker's new quarters will be in the center of the new retail district, the store will be large and attractive and an unusual feature will be that Mr. Parker will have free parking space for the automobiles of his customers in the basement of the building.

The Jones Bookstore of Los Angeles will move early in May to a new building being put up at 426-8 West Sixth Street. There will be much more room than in the present store and plans are now being arranged to utilize this in developing the book end of the business.

Miss de Nevers, book buyer for the Hollywood Bookstore of Hollywood, Los Angeles, has resigned. She is required to seek the higher altitude of Arizona in the interests of her health. Mr. O. B. Stade has taken over the buying.

Eleanor Foster, formerly with the Ayres Department Store of Indianapolis, is the new buyer at Bullock's in Los Angeles. The department has been without a buyer since last September, when Mrs. Guillemont resigned to go to New York in a new line of work.

Mme. Anzia Yezierska, whose volume of short stories of the New York Ghetto, "Hungry Hearts" (*Houghton*), has been warmly received, is now at Culver City, California. She is working with the Goldwyn Studios on the scenario for a moving picture which will work the main features of her stories into one story which will bear the title of her book. On March 9th Mme. Yezierska made a trip to San Francisco at the invitation of Paul Elder and gave a reading at the Elder Galleries. Long before the hour of the lecture people were being turned away from the doors. As a result of the success of this venture, a lecture tour is being arranged for Mme. Yezierska's trip east.

Lute Hutton, who bought the Stephens Book Shop in San Diego last fall, is putting new life into the book business of that city. Early in December he moved the shop into new quarters, and his business is thriving and growing steadily.

Carpenter's of San Diego is forced to move from the location it has had for several years. The move will be a good one, for the new store is in a building being erected to its order and 3500 square feet will be devoted to the book department. The new address is 956 Sixth Street.

A Bookseller's Reading

THERE ought to be put down from time to time some record of the books and articles that are particularly valuable to the bookseller himself, not as any substitute for reading the books that he must sell, but because certain material has particular value in enriching his background, or in carrying to him business suggestions.

It would be interesting to print a list of all the books that have used booksellers or bookshops as an important part of the plot. Many will remember the pleasure found in May Sinclair's "Divine Fire," in which the bookstore atmosphere plays so important a part, and hardly a year goes by without some addition to this list of tales of the bookshop in fiction, such as Frederick Nivens' "A Tale That Is Told," published by Doran last fall.

One group of volumes among those just coming to hand that ought to be on the bookseller's own reference shelves, and many chapters of which have unusual interest to the bookseller, are the "Cambridge Histories of American Literature," published by Putnam, now just completed in four volumes. The remarkable bibliographies which occupy half of the fourth volume, are in themselves sufficient reason for placing the volume in every bookseller's permanent collection, but, besides this, there are many chapters in the two new volumes that are especially interesting: the chapter in volume four on "Book Publishers and Publishing," which has been written by Professor Earl R. Bradsher of the University of Texas; the chapter by Harry M. Ayres of Columbia on "The English Language in America"; and in volume three "The History of Our Magazines" by William D. Kearns; the chapter on "The Later Historians" by John Spencer Bassett; on "The Travelers and Explorers" by Frederick L. Dellenbach. These are just a few of the many that would add much to a bookseller's knowledge. The February number of the *London Mercury* has an article on "The Need of Bibliographies" by A. W. Pollard, which would be found extremely interesting to those in the rare book or second-hand book field. The *Century Magazine* has had two articles on "American Literature" by St. John Ervine in the February and March numbers that are worth the attention of every bookman. For the person who has faced the problem of adjusting his ideals to his customers' demands, the story called "A Matter of Business" by Sinclair Lewis in the March *Harper's* is comforting and helpful.

The editors of the PUBLISHERS' WEEKLY would be glad to have booksellers send in suggestions for this column, which will be carried on from time to time as material accumulates, and would like to have the help of the dealers in collecting a list of novels in which bookstores appear. Such a list will be printed as soon as it is reasonably complete.

A Norwegian Maison Du Livre

THE same economic necessities which have been responsible for the creation of the —"Maison du Livre Français" are forcing other countries to follow the French example, says the London *Book-Post*.

The Norwegian Library Association has just bought a site where a three-story book-depôt will be erected on the lines of the "Maison du Livre." The ground-floor will be devoted to trade, the first floor to publishers' offices and those of the Library Association.

Record of American Book Production, February, 1921*

Classification	New books	New Editions	Pamphlets	American Authors	American Manufacture	Imported	Total
	New Publications			By Origin			
				English and Other Foreign Authors			
Philosophy	23	1	1	19	1	5	25
Religion, Theology	32	0	8	32	0	8	40
Sociology, Economics	35	9	35	68	1	10	79
Law	4	0	7	11	0	0	11
Education	2	1	11	14	0	0	14
Philology	12	2	3	9	5	3	17
Science	14	11	74	95	0	4	99
Technical Books	28	3	11	32	0	10	42
Medicine, Hygiene	6	8	4	18	0	0	18
Agriculture	5	1	6	12	0	0	12
Domestic Economy	3	0	1	4	0	0	4
Business	16	3	3	18	0	4	22
Fine Arts	10	0	2	9	1	2	12
Music	8	0	1	6	0	3	9
Games, Amusements	6	0	4	7	0	3	10
General Literature	30	3	5	30	4	4	38
Poetry and Drama	22	2	9	30	2	1	33
Fiction	51	51	0	81	17	4	102
Juvenile Books	15	1	1	9	0	8	17
History	38	7	28	64	1	8	73
Geography, Travel	10	2	2	7	0	7	14
Biography, Genealogy	25	0	1	16	2	8	26
General Works	4	0	2	6	0	0	6
Total	399	105	219	597	34	92	723

*In February, 1920, 282 new books, 80 new editions and 187 pamphlets were recorded.

England's Railway Reading

ENGLAND has one field of publishing activity quite different from any that has developed on this side of the water and which has often been commented upon by American travelers who have picked up reading on the English newsstands. This is the small reprint, which, before the war, was priced at about 7d and now averages 2s or 2s 6d. Unlike our American reprints, the books are not printed in 12mo size, but in most cases special plates are made, in order that they can be put in the small shape about the length of an *Everyman's Library* volume. The volumes are printed on newsprint or cheap book paper, bound in cloth, and have a brightly colored wrapper.

The swing toward this kind of cloth-bound reprint was begun well before the war, and some firms such as Nelson and Newnes had carried forward long series of such books. During the war they were in tremendous demand as being suitable for trench reading, and, altho the great increases in manufacturing costs have made this form of publishing difficult, the present Spring Announcement Number of the *Publishers' Circular* seems to indicate that they are a large factor in the English book-trade. As many as a dozen prominent publishers have a series of these pocket novels on their list, varying in price from 2s to 2s 6d, including such well-known houses as John Murray, John Lane, Nisbet, Long and Sampson & Low. T. Fisher Unwin carries a series at 2s 6d, bound in more durable duxten, a waterproof cloth, and a series that includes such authors as Wells and Mackenzie. Laurie has a series at 3s 6d, and Constable a series at the same price; Sampson & Lowe, a series at 4s, which, in make-up and size, compares more nearly with our reprints, altho not on as good paper.

The paper-bound book, too, has had a new impulse in England, not in the form that it has been looked for here, i. e., the paper book of France where the best new volumes are put out in that form, but cheap reprints for the most popular taste. Newnes, who has been in this field many years, has a large series at 7d; Murray and Long both have series at 1s. The distribution of this type of book has, of course, been greatly helped by the large distribution obtained thru such a chain of bookstalls as W. H. Smith & Sons, who have in their own single system 250 bookshops and over 1,200 railroad bookstalls.

Novelists in "The Nation"

THE Nation is publishing a series of articles on "The Contemporary American Novelists," by Carl Van Doren. In January, the first of the series, on Edith Wharton appeared, and the second, on Booth Tarkington, appeared in February. The papers in March, April, May and June, will be on Theodore Dreiser, Winston Churchill, Joseph Hergesheimer, and James Branch Cabell.

Libraries and Bookselling

A TYPICAL expression of the present attitude of the public library toward bookstores and home libraries is expressed in an editorial in the Savannah Public Library's monthly bulletin for February. Such an attitude means increased book service to the community because of this co-operative spirit among those whose function it is to encourage reading.

The bookseller should not allow himself to fall behind the librarian in this broad view of their mutual responsibilities.

Headed "Buy a Book a Week," the editorial reads:—

"Probably the rapid increase in popularity of the suggestive, persuasive 'slogan' may be attributed, at least in part, to the influence of the war, with its wheatless and meatless days and their slogans, the Liberty Bond and War Work campaigns with theirs. But at all events, we seem to live in an age of slogans, and it is not surprising that the book publishers have adopted one of their own. It is 'Buy a Book a Week.'

"If librarians echo this cry, they may be accused, by some, of collusion with the publishers; if they ignore it, they may be thought opposed to the indiscriminate buying of books, as being likely to lessen the use of their public collections. But neither charge could be true. The first supposition is absurd, and the second is no more reasonable than the first. Publishers and booksellers know that the public libraries are their friends, for the use of the library tends to increase, not to lessen, the number of books bought by individuals. And librarians know that the individual ownership of books does more than anything else to stimulate interest in public libraries. So we heartily second the slogan 'Buy a Book a Week'; or if we were to make any change we would say 'Read a Book a Week.' Buy it for yourself if you can; if you cannot, then get it at your public library.

"The library is always glad to give full information concerning the authors, publishers, and prices of books on all subjects. Many people like to examine the books at the library, before deciding whether to purchase, or which to purchase."

A Table of Contents

DR. Frank Crane's widely syndicated editorials, which reach several million readers, very often have material in them that catches the eyes of the booklover. Recently one of these editorials did a rather unusual thing, commenting on a book *from its table of contents only*. Dr. Crane explained that he had not turned beyond that page. The book mentioned was "What Can Literature Do For Me?" by C. Alphonso Smith. The table of contents as quoted stated that literature could do for every reader six things:

"I. It can give you an Outlet.
II. It can keep before you the vision of the Ideal.
III. It can give you a better knowledge of Human Nature.
IV. It can restore the Past to you.
V. It can show you the glory of the Commonplace.
VI. It can give you the mastery of your Own Language."

"Have the Masters of Literature done you this service?" says Dr. Crane. "Examine yourself."

"Have you found the Outlet, the playground of the soul, the continuous adventure, the Thousand and One Nights Entertainment, in those master magicians, Dante, Goethe, Hugo, Shakespeare, Dickens, Dumas and the like?

"Has this kept alive your Ideal? Over and above your actual experience has your literary experience left in you the creed of triumph, the silt of optimism, so that you go on

'Still nursing the unconquerable hope,
Still clutching the inviolable shade?'

"Has it given you a better knowledge of Human Nature, so that you believe in men, not as they seem, but as the masters have revealed them?

"Has it restored the Past for you and brought to your impoverished spirit 'the glory that was Greece, the grandeur that was Rome?'

"Has it gilded the Commonplace and given to 'the meanest flower that blows, something far too deep for tears?'

"Has it made your Language terse, strong, true and clean, so that you can use it like an exquisite sword, and not like a rude club?"

The H. W. Wilson Company Prizes

FOR the best arguments, descriptions, or stories of the use and value of the "United States Catalog" and "Cumulative Book Index" in building business for the bookseller, the H. W. Wilson Company will offer five prizes. The "Book Review Digest" may be included at the discretion of the writers. The story or essay may be in the form of an argument, a description, or a story from actual experience. The contest closes April 15. The first prize will be $50; the second, $40; the third, $30; the fourth, $20; the fifth, $10. The judges, appointed for the contest are: F. G. Melcher, managing editor of the PUBLISHERS' WEEKLY, E. O. Chapman, editor of *The Bookseller and Stationer*, and H. W. Wilson, president of the H. W. Wilson Co. The decision of the judges will be made on the basis of the effectiveness for the purpose, which is to show booksellers how easy it is to sell more books with the aid of these catalogs.

An attractive brochure will be made of prize-winning contributions and distributed to stimulate more effective and profitable use of the catalogs among booksellers, eventually bringing about a more general sale of books.

No Stationery Price Suit

IN reply to the widely circulated press report that the government was bringing suit against the National Association of Stationers and Manufacturers for endeavoring to maintain prices, Mr. Fletcher B. Gibbs, General Manager of the Association, has sent out under date of March 19th the following letter to members:

"The sensational newspaper reports from Chicago regarding alleged recommendation of the Federal Trade Commission concerning the National Association of Stationers and Manufacturers should not be swallowed whole. A Chicago stationer is believed to have caused the publication of a piece of stale news as part of his advertising campaign and his law suit against the Chicago Association.

"Every activity of our organization has been fully disclosed to the Federal Trade Commission, without adverse opinion concerning this Association in the Department of Justice, and we are conscious of no infraction of the law, intentional or otherwise. We intend to keep our members truthfully and fully advised of all matters of this kind, and members will do well to question the authenticity of all statements not issued from this office."

German Publishers Organize

THE German book-trade has always been an example of what complete organization could do, and the famous Börseverein has included in its organization every type of book interest. Word has now come from Germany that at a general meeting of the general publishers it was decided by a large majority that this Association should sever itself from the Börseverein and become an independent body. The publishers have felt that they were hampered by having their problems settled by the general council. The publishers state that they intend to support the old Union in every way when its actions do not clash with the special interest of the publishers.

The new Association is to consist of ordinary and extraordinary members; the former are book publishers pure and simple. In the second class are publishers who do also a retail or second-hand book business. The first class will have the right to vote and will pay a subscription of two hundred marks. The others have no vote and pay one hundred marks. The total estimated budgets for the new Association for 1921 is 230,000 marks.

German Half Tones and Cuts

UNDER date of February 1st, a Berlin firm is circularizing the American book-trade and asking for the opportunity to quote prices and to give samples of work on cuts for book publication. They point out that they would be able to give, on account of exchange, a very advantageous price, and that the cuts would be sent by first-class postage in any size up to about two kilograms.

THIS ESCUTCHEON EMBOSSED ON METAL IN COLOR IS SUPPLIED TO ALL THE RETAIL MEMBERS OF THE NEW NATIONAL ORGANIZATION OF FRENCH BOOKSELLERS. IT IS INTENDED TO BE A SIGNAL TO BOOKBUYERS THAT COMPLETE BOOK SERVICE WILL BE FOUND WITHIN

The Rabaw Club

THE name of this newly organized Brooklyn Club becomes more understandable when it is realized that it is formed of the initials of the slogan, "Read A Book A Week." This Club has been launched at the Central Y. M. C. A. in Brooklyn, and the editor of its bulletin claims that it is a club that is more needed than any other kind that could be now brought forth.

"It is not a secret society," the editor says, "altho its members transact most of the business in secret. It has its emblems and its pass words, both of which receive instantaneous recognition everywhere thruout the globe. It assures safety and fellowship, unlocks every door and untangles every knot. It brightens homes and kindles the energy of churches and schools. Industry could be reborn by its means, while commerce would within a year make the progress of an ordinary century." The emblems of the Club are, among others, "A sparkling eye, a high forehead and features which say 'plain.'" The pass word is "I know."

"If there is anything to come out of the heads of men, something first must go in. 'It is hard,' said Benjamin Franklin, 'for an empty bag to stand upright.'"

An Uncorrected Galley

THE CONSCIENTIOUS BOOK CLERK

(Slightly in the manner of J. V. A. Weaver, author of "In American.")

"Aren't Borzoi books the lovely shades?
Some line, says I, for looking at.
No Borzoi color ever fades.
Yes, that 'un matches your cravat.
Some folks prefer the Borzoi blue,
But this year's red is mighty catching.
Sure, take it to the window, do!
This 'lectric light is punk for matching."

—KEITH PRESTON, Chicago *Daily News.*

"BOY, THE CIGARS"

By EDWARD ANTHONY

"There's a fellow outside with a volume of pomes
(The title, I think is 'The Beautiful Gnomes'),
He says it's the best of poetical tomes."
"I'll see him next Christmas," the publisher said.

"There's a gentleman waiting to tell you about
A novel of his, which, without any doubt
(So he says), will make critics with happiness shout."
"Oh, tell him I'm ill or rheumatic—or dead."

"There's also a lady who's just come away
From Russia; she says that the Reds are at bay,
And she's willing to write it at so much a day."
"I've just left for Portugal, China and Mars."

"And then there's a bookseller—looks like a gink—
From somewhere out West; Indiana, I think.
I'll tell him you're out buying authors a drink."
"A bookseller? In with him! Boy, the cigars!"

—In New York *Herald.*

A NEW MARK TWAIN STORY

Mr. Clemens was visiting in England and the British Society of Authors gave him a dinner, with Sir Walter Besant in the chair and a great crowd of literary notables present. At that time Mr. Kipling was lying seriously ill in New York. Mr. Clemens, responding to the applause which had followed his interesting tho serious address, said he supposed that it was necessary for him, in order to maintain his reputation as a humorist, to perpetrate a joke. He spoke feelingly of Mr. Kipling's illness and dwelt upon the warm bond of sympathy between England and America that had arisen thru their mutual expressions of condolence. "And," Mr. Clemens went on, "as we have been joined together in Kipling let me express the hope that we shall not be sundered in Twain."

—*Authors' League Bulletin.*

Book Week at Wanamaker's

THE book department of Wanamaker's New York store has arranged for a special series of lectures with accompanying exhibits in their auditorium on the week of April 11th. The plan is to have a series of lectures on books, illustrated by lantern slides, as a regular feature, these lectures to be given by Mr. Samuel Abbott. Other special features in the way of exhibits and talks of authors are to be arranged by Mr. Smythe, manager of the department.

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912, Of the PUBLISHERS' WEEKLY, published weekly at New York, N. Y., for April 1, 1921.

STATE OF NEW YORK, ss.
COUNTY OF NEW YORK,

Before me, a Notary Public in and for the State and County aforesaid, personally appeared J. A. Holden, who, having been duly sworn according to law, deposes and says that he is the Business Manager of the PUBLISHERS' WEEKLY and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations printed on the reverse side of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business manager are:

Publisher . . . . . R. R. BOWKER CO.
62 West 45th St., New York.
Editor . . . . . R. R. BOWKER.
62 West 45th St., New York.
Managing Editor . . . . . F. G. MELCHER.
62 West 45th St., New York.
Business Manager . . . . . JOHN A. HOLDEN
62 West 45th St., New York.

2. That the owners are:
R. R. BOWKER CO., 62 West 45th St., New York.
R. R. BOWKER, 62 West 45th St., New York.
MARIAN A. OSBORNE, Morristown, N. J.
J. A. HOLDEN, 62 West 45th St, New York.
F. G. MELCHER, 62 West 45th St, New York.
A. C. FRASCA, 62 West 45th St., New York.
A. R. CRONE, 62 West 45th St., New York.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent. or more of total amount of bonds, mortgages, or other securities are: NONE.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders if any, contain not only the list of stockholders and security holders as they appear upon the books of the company, but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee in acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

J. A. HOLDEN, *Business Manager.*

Sworn to and subscribed before me
this 16th day of March, 1921.
ARMOND FRASCA.
Notary Public, N. Y. Co., N. Y., No. 191
Reg. No. 1368
My commission expires March 30, 1923)
[Seal].

In The Field of Retail Advertising

Retail Advertising Questionnaire

HORACE E. Ryan, of the L. S. Ayres Co. recently, sent out a questionnaire to three prominent retail merchandise establishments in Indianapolis in an effort to ascertain what retail merchants wanted to discuss at the retailer's sessions at the convention of the Associated Advertising Clubs.

The questions and the answers are reprinted here from *Associated Advertising*. The answers were surprisingly uniform, there being only one question on which there was a difference of opinion. The answers here typify the general attitude of the responses.

Q. Will advertising cut down selling expense? How? A. Yes, if judiciously done. By increasing sales and by speeding turnover.

Q. At what percentage of sales cost does advertising cease to be an economy? A. This varies with the line being advertised. An advertising expenditure of more than 100 per cent of retail sales could not be profitably maintained.

Q. What kind of newspaper publicity is most resultful for the retailer? Why? A. The truthful kind that has human interest news and that appeals to our sense of usefulness, vanity and economy.

Q. How about a specific appropriation for advertising? A. It is desirable, but should be sufficiently elastic to follow changes of fashion and demand.

Q. In making an appropriation, is it advisable to give more to one class of merchandise than to another? A. Long profit lines are usually and rightfully given a more liberal appropriation.

Q. When is it advisable to spend more than general usage permits on any special class, if ever? A. Whenever one wishes to shock public consciousness to the importance of some special merchandise.

Q. What effect should a store's standing in a community have upon the type of publicity employed? Should it feature style and quality? Should it talk bargain values? A. The publicity employed by a store should be in keeping with its standing in a community. It should feature style and quality. A store should not talk bargain values too often. Only indulge in it when the values are really very much above what is being offered elsewhere.

Q. What effect will attitude of salespeople have on advertising. A. Salesfolk can kill all the good an advertisement can create. They must be "sold" on the store and its advertising or get out.

Q. What percentage of newspaper readers read store advertising with interest and persistency? A. A recent survey in Indianapolis showed that not more than 45 per cent of its womenfolk read department store advertisements with any degree of interest or persistency.

Q. How may this percentage be increased? A. By making all advertising truthful and more interesting.

Q. Is exaggeration ever warranted? A. Never. It is better to understate and overdeliver.

Q. What percentage of the cost of one's advertising should logically be alloted to the preparation of copy? A. Ten per cent appears to be the recognized amount, while 15 per cent may be more economical.

Q. Is the advertising story or the manner of its presentation more important? A. The story is the thing, which includes its presentation.

Q. Conceding that merchandise and store service are more important, how should a dearth of store news affect the amount of advertising? A. A dearth of store news is bound to affect the amount of advertising. However, no matter how scarce store news is, the store should continue to advertise—service, the institution, etc.

Q. Should advertising expenditure be based upon sales records or expected business? A. Upon sales records, if an established growing business. Upon expectations if ploughing in new fields with specialties.

Q. How about dull seasons? Off seasons? A. The idea of "seasons" is breaking down more and more every year. Seasons are becoming largely what we make them.

Q. When business lags, should advertising be increased or decreased? A. Much depends. Look first to cause for the lag.

Q. Are special sales advantageous? What disadvantage do they develop? A. They are like a stimulant. They awaken the dormant forces, but like a stimulant abused can become a bad habit.

Q. To what extent should window display and advertising co-operate? A. Fully. They are similar forces. Like the pictures in a book, both contribute to the telling of the story.

Can't Lower Advertising

THAT financial disaster would follow the reduction of advertising rates was the consensus of opinion of publishers and advertising executives of newspapers at a meeting of the officers and directors of the National Association of Newspaper Executives, according to Charles Miller of Atlanta, Ga., President.

"Retailers have been misled by the spot market prices of paper," said Mr. Miller. "It is true that the spot market price of paper has dropped from 12 cents a pound to 7. However, publishers buy their paper on contract. Last year they were paying four cents, now they are paying 6½. Then, too, freight rates are higher and there have been no reductions in the wage scales of union men. Consequently lower rates are out of the question."

Among the Publishers

A Week's Gleanings of Book-trade News

A. C. McClurg announce a new Tarzan book to be published in May.

Warren G. Harding is the author of one of the volumes on Bobbs-Merrill's spring list, "Our Common Country."

Harcourt, Brace & Co. add to their European Library this spring "Decadence and Other Essays on the Culture of Ideas" by Remy de Gourmont, chosen and translated by William Aspenwall Bradley.

Temple Scott, publisher of books on spiritual revelation, has his publishing office at 167 West 72d Street. On March 26, he is publishing "The Lotus Leaf," a book of spiritual healing by Elizabeth H. Webb.

"Snow Over Elden" is the first novel published by Doran of Thomas Moult, editor of the London publication *Voices*. Mr. Moult was, before the war, assistant musical editor of the Manchester *Guardian*.

The Society of Arts and Sciences of New York held its annual dinner at Hotel Astor Monday evening, March 14th, to confer the O. Henry Memorial Award Prizes for the two best stories by American authors published in American magazines during 1920. The first prize, five hundred dollars in gold, was awarded to Maxwell Struthers Burt for his story "Each In His Own Generation" that appeared in the July issue of *Scribner's*, the second prize a certified check for $250 was awarded to Mrs. Frances Newbold Noyes Hart for "Contact" which appeared in the December number of *Pictorial Review*, both of which will be included in the volume of "O. Henry Memorial Prize Stories—1920," which Doubleday, Page & Company will publish on April 15th. This was Mrs. Hart's first published story and it is a romantic coincidence that the news of her winning the O. Henry Memorial Prize reached her on the day of her marriage. Dr. Merle St. Croix Wright was toastmaster and among the speakers were Maxwell Struthers Burt, Mrs. Frances Newbold Noyes Hart, Dr. Frank Crane, William Johnston of the New York *World* who bought over one hundred of O. Henry's early stories, and William Griffith of *Current Opinion* who was also one of O. Henry's editors. Dr. Crane told a new anecdote about the master story teller. His brother Jim knew O. Henry well, having helped him edit "The Rolling Stone" and once took Dr. Crane to see the author. Dr. Crane suggested that they go in search of refreshments and asked O. Henry what he drank. "Anything," aswered the author, "which is not thick enough to eat."

"My Son" by Corra Harris carries on the story of "The Circuit Rider's Wife" (Doran).

Robert W. Chambers has written a novel of romance in a new land which will appeal, it is said, to all who enjoyed "Cardigan." It is "The Little Red Foot" (Doran).

When the instalments of the personal memoirs of Jack London by Charmian London, his wife, have been completed in the *Century Magazine*, "The Book of Jack London" will be published.

The last thing which Richard Washburn Child has done to make himself famous is to write a volume of short stories of the Underworld, called "The Velvet Black" (Dutton). Just before that he was one of two prominent candidates mentioned for the position of secretary to President Harding.

Readers of the Publishers' Weekly, who were interested in Alex Osborn's article "Is Book Advertising Topsy-Turvy?", which article was, by the way, the subject of a recent editorial in the New York Evening *Post*, will note with pleasure that his book just published by *Scribner* contains several chapters on retail advertising.

The Statue of Liberty and Lafayette are the bulk of the knowledge of most of us of the historical connection of the United States and France. A Guide Book of historical data pertaining to Americans in Paris from early times to this very present is an original and valuable inspiration. The work was compiled by François Boucher, assistant curator of the Musée Carnavalet, Paris. The translation was done by Frances Wilson Huard (Doran).

It is an interesting fact that two of the most important histories of New York were written by women, the first ever published, by Mary L. Booth in the 50's and the second, by Mrs. Lamb in the 70's. Another woman, Mrs. Burton Harrison brought Mrs. Lamb's history from 1875 to 1900. A. S. Barnes & Co. have sold to "Valentine's Manual of Old New York" the stock, plates and copyrights of Martha J. Lamb's "History of the City of New York." The new publishers will issue under Mr. Brown's management, a revised edition, extra illustrated with rare and valuable prints from the most noted collections in the city. A supplementary volume bringing the history of the city down to Armistice Day is also under way by the editor of "Valentine's Manual."

Changes in Prices

THE WOMANS PRESS

"A Present Day Definition of Christianity" from $1.25 to 90 cents.

ISAAC PITMAN & SONS

Shorthand Catechism, Pitman, 90c.
Small Book on Electric Motors, Maycock, $2.50.
Office Machines, Appliances & Methods, Desborough, $2.50.
High speed in Typewriting, Kennedy and Jarrett, paper binding, 90c.
High Speed in Typewriting, cloth binding, $1.15.
Gloves and the Glove Industry, Ellis, $1.00.
Cold Storage and Ice Making, Springett, $1.00.
High Tension Switch Gear, Poole, $1.00.
Pattern Making, Shaw and Edgar, $1.00.
Complete Manual of Ido, $2.50.

D. APPLETON & COMPANY

Evelyn Innes, by George Moore, from $2.00 to $2.50.
Memoirs of My Dead Life, by George Moore, from $2.00 to $2.50.
Carnival, by Mackenzie, from $2.00 to $2.50.

B. W. HUEBSCH, INC.

"The Song of Songs," by Hermann Sudermann, $2.50.

Obituary Notes

BERT LESTON TAYLOR, familiarly known all over the country as B. L. T., editor of the Chicago *Tribune's* Colyum, "A Line o' Type or Two," died March 19, of pneumonia. He was the dean of Colyum conductors, by the unanimous vote of all his brothers in the trade. He was born November 13, 1866, and was educated in the College of the City of New York. He was the author of: "The Well in the Wood," 1904; "The Charlatans," 1906; "A Line o' Verse or Two," 1911; "The Pipesmoke Carry," 1912; "Motley Measures." 1913; also booklets "The Biliousstine," and "The Book Booster."

FRANK WAKELEY GUNSAULUS, for twenty years pastor of the Central Congregational Church, and President of the Armour Institute of Technology in Chicago, died suddenly at his home in that city on March 17. Dr. Gunsaulus was born on January 1, 1856, at Chesterville, Ohio, and attended the Ohio Wesleyan University. He entered the ministry at Columbus at the age of 19, and later held pastorates at Baltimore and Chicago. Then followed a series of professorships at Yale, University of Chicago, Ohio Wesleyan and Miami University, Oxford, Ohio. His writings include "Metamorphosis of a Creed," "Phidias and Other Poems," "Transfiguration of Christ," "Life of Gladstone," "The Man of Galilee," "Paths of Power," "Paths to the City of God," "Higher Ministries of Recent English Poetry," "The Minister and the Spiritual Life."

CAMERON MACKENZIE, war correspondent, author and former publisher, died aboard the "Aquitania," on which he was returning home, March 18. His death was attributed by his father, Dr. MacKenzie, to the fact that he wore himself out in war work. He was sent to France during the world war by the New York *World* and the *Saturday Evening Post*. When the American Expeditionary Force joined the Allies he was attached to the headquarters of General John J. Pershing as special correspondent of the London *Daily Chronicle* and *Morning Post*. Subsequently he went to Warsaw, where he was in close touch with Paderewski. Since the armistice he had been correspondent for the New York *Herald*. Mr. Mackenzie was born at Wilkes-Barre, Pa., on Sept. 7, 1882. He was graduated from the Lawrenceville (N. J.) School in 1889, and subsequently was graduated from the Law School at Yale and the New York Law School. In 1907 he married Miss Elizabeth McClure, daughter of S. S. McClure, publisher. He joined the staff of the New York *Sun* in 1901, and was assistant managing editor of the same paper in 1906. He was general manager and publisher of *McClure's Magazine* from 1909 to 1911, having bought the controlling interest in that publication with Frederick L. Collins. He also acquired *Ladies' World* about the same time. Mr. Mackenzie was the author of "Mr. and Mrs. Pierce," "The Prussian and Other Stories."

Periodical Notes

The Measure, A Journal of Poetry, is a new monthly published by Frank Shay, 4 Christopher Street, New York.

The first issue of *The Reviewer* is that of February 15. It is published the first and fifteenth of each month in Richmond, Virginia.

A new literary monthly, *The Double-Dealer* whose life began with the new year is published in New Orleans, La.

Personal Notes

JAMES A. JENKINS, recently with Styles and Cash, is now associated with The Colonial House, at 48 West 47th Street, New York.

J. T. DENNIS, former book and stationery buyer for Crowley Milner Co. of Detroit, is now representing Albert Whitman & Co. of Chicago, in the middle-west territory.

Business Notes

NEW YORK CITY.—The McGraw-Hill Company, a subsidiary corporation of the McGraw-Hill Company, Inc., has moved to 370 Seventh Avenue, New York City, but the McGraw-Hill Company, Inc., remains at the Hill Building, Tenth Avenue and Thirty-sixth Street, New York City.

NEW YORK CITY.—F. H. Knapp, bookseller and stationer, 146 Hamilton Place, has sold the business to Reich & Schift, who will conduct it under Knapp's name. Mr. Knapp has no connection with the new business.

NEW YORK CITY.—The Lamb Publishing Co. has disposed advantageously of its lease at 251 Fifth Ave. and has moved to new premises at 33 West 57th Street.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Abbatt, William, comp.

A satyrical description of commencement; a true history of the feats, adventures, and sufferings of Matthew Calkins in the time of the Revolution; Conrad Mayer and Susan Grey, a hunting story of the West. 21 p. front. O (The magazine of history with notes and queries, extra no. 70) Tarrytown, N. Y., William Abbatt, 28 W. Elizabeth St. pap. $4

A true report of the late discoveries of the Newfound Lands [1583], George Peckham; The choice, poem [1757], Benjamin Church. 72 p. O (The magazine of history with notes and queries, extra no. 68) Tarrytown, N. Y., William Abbatt pap. $4.50

Alexander, Samuel

Space, time and deity; the Gifford lectures at Glasgow, 1916-1918; 2 v. 16+347 p. O '20 N. Y., Macmillan $14 n.

Andrews, Roy Chapman

Across Mongolian plains; a naturalist's account of China's great Northwest; photographs by Yvette Borup Andrews. 24+276 p. front. pls. O c. N. Y., Appleton $5 n.

The adventures of the second Asiatic Expedition of the American Museum of Natural History, which Mr. Andrews headed.

Annuaire général de la France et de l'étranger; publié sur l'initiative du Comité du livre, sous le haut patronage du gouvernement da la République; 1920-1921. 8+1154 p. front. (por.) tabs. O N. Y., G. E. Stechert [Am. ag'nts] $3.25 n.

Arène, Paul

The golden goat; tr. and note by Frances Wilson Huard. 11+256 p. D [c. '21] N. Y., Doran $2 n.

A story of romantic love and buried treasure.

Arthur, King of Britain

Stories from Le morte d'Arthur and the Mabinogion. 192 p. front. T (The king's treasuries of literature) N. Y., Dutton 70 c. n.

Bacon, Benjamin Wisner

Jesus and Paul; lectures given at Manchester College, Oxford, for the Winter term, 1920. 8+251 p. D c. N. Y., Macmillan $2.50 n.

Partial contents: Beginning and growth of the Gospel of reconciliation; The heavenly Intercessor as seen and interpreted by Paul; Back to Gallilee; The message of the Fourth Evangelist.

Barnes and Lane

An easy primer; il. in col. by Blanche Fisher Wright and Edna F. Hart. 124 p. D [c. '21] Bost., Ginn 60 c. n.

Bentley, E. L.

Bentley's table code; for use with any edition of Bentley's complete phrase code, or with any other public or private code; more than 22,000 code words. 2+170 p. O '21 N. Y., Rose Print Co., 32 Vesey St. $10 n.

Bernstein, Herman

History of a lie; protocols of the wise men of Zion; a study. 84 p. il. D N. Y., J. S. Ogilvie Pub. Co., 57 Rose St. pap. 50 c.; 75 c. n.

Partial contents: The mysterious protocols; The story from which the protocols were fabricated; Fiction forged into "fact"; The Russian sponsors of the forgery; The black hundreds, their dupes and crimes.

Biedermann, Rudolf, ed.

Chemiker-kalender, 1921; ein hilfsbuch für chemiker, physiker, mineralogen industrielle, pharmazeuten, hüttenmänner usw; neubearbeitet von professor Dr. Walther Roth; in zwei banden; zweiundvierzigster jahrgang. 19+502; 520+56 p. tabs. diagrs. T N. Y., Lemcke & Buechner $2.40 n.

Boucher, Francois, comp.

American footprints in Paris; a guide book of historical data pertaining to Americans in the French capital from the earliest days to the present times; tr., rev. and ed. with preface by Frances Wilson Huard. 10+106 p. D [c. '21] N. Y., Doran $2 n.

Partial contents: Versailles; Suburbs of Paris; American writers in Paris; Charitable America in Paris.

Adamnan, Saint

Adamnani vita S. Columbae; ed. from Dr. Reeves's text; with an introd. on Early Irish church history; notes, and a glossary, by J. T. Fowler; a new ed., rev.; with an index. 280 p. O '21 N. Y., Oxford Univ. Press $4.75

Bradshaw's Continental guide. 299 p. S '20 N. Y., Brentano's $1.90 n.

Briggs, G. W.
The chamars. 270 p. il. O (The religious life of India) '21 N. Y., Oxford Univ. Press $2.70

Brown, Gerald Baldwin
The arts in early England; the Ruthwell and Bewcastle crosses, the Gospels of Lindisfarne, and other Christian monuments of Northumbria; with philological chapters by A. Blyth Webster; [v. 5] 15+420 p. front. pls. il. O '21 N. Y., Dutton $12 n.

Brown, Peter Hume
Life of Goethe; ed. by Viscount Haldane; 2 v. 820 p. il. O '21 N. Y., Holt $10 n.

Bunyan, John
Bunyan's Pilgrim's progress; abridged and ed. by Margaret A. Gilliland. 191 p. front. (por.) T (The king's treasuries of literature) N. Y., Dutton 70 c. n.

Burns, Robert
Selections from Robert Burns; ed. by J. Hunter Craig. 192 p. front. (por.) T (The king's treasuries of literature) N. Y., Dutton 70 c. n.

Cano, B. Sanin
Spanish reader; ed. with notes and a vocabulary. 4+140 p. O (Oxford Spanish ser.) '21 N. Y., Oxford Univ. Press $1.60

Chamberlain, James Franklin
Geography; physical, economic, regional. 18+509 p. il. pls. tabs. diagrs. maps (part col.) O (Lippincott's school text ser.) [c. '21] Phil., Lippincott $3.50 n.

Child, Richard Washburn
The velvet black. 387 p. D [c. '21] N. Y., Dutton $2 n.
Eleven short stories.

Clark, G. N.
Unifying the world. 116 p. D (Handbooks on international relations) N. Y., Harcourt, Brace & Co. $1 n.
Partial contents: Modern methods of communication; Communications, national and international; Effects of war and commerce on communications.

Clark, James Bayard
The control of sex infections. 7+132 p. D c. '21 N. Y., Macmillan $1.50 n.

Clarke, Isabel Constance
Tressider's sister; a novel. 409 p. D c. N. Y., Benziger Bros. $2.50 n.
A love story in which there is a practical presentation of modern sociological conditions from the Catholic viewpoint.

Coit, Henry A.
The arbitrators; a play in three acts. 92 p. D (American dramatists ser.) [c. '21] Bost., Badger $1.75 n.

Coleridge, Samuel Taylor
The ancient mariner and other poems and prose; ed. by W. B. Henderson. 176 p. front. (por.) T (The king's treasuries of literature) N. Y., Dutton 70 c. n.

Conklin, Edwin Grant
The direction of human evolution. 13+247 p. front. D c. N. Y., Scribner $2.50 n.
This work is divided into three parts—pt. 1, Paths and possibilities of human evolution; pt. 2, Evolution and democracy; pt. 3, Evolution and religion.

Cronin, Bernard
Timber wolves. 10+358 p. col. front. D '21 c. '20-'21 N. Y., Macmillan $2 n.
A story of mystery and adventure of the timberlands of Tasmania.

Crossen, Harry S.
Operative gynecology; 2nd rev. and enl. edition. 670 p. il. O c. '20 Milwaukee, Wis., C. V. Mosby Co. $10 n.

Curran, Edwin
New poems. no paging O '21 c. '20 Bost., Four Seas Co. pap. $1

Denis, Leon
Here and hereafter; treatise on spiritual philosophy. 352 p. D '20 N. Y., Brentano's $2.50 n.

Dickens, Charles
A Christmas carol; il. by C. E. Brock. 189 p. front. (por.) T (The king's treasuries of literature) N. Y., Dutton 70 c. n.
The wreck of the Golden Mary and other stories. 256 p. front. (por.) T (The king's treasuries of literature) N. Y., Dutton 70 c. n.

Bowditch, Nathaniel
American practical navigator; an epitome of navigation and nautical astronomy; originally by Nathaniel Bowditch; pub. and sold by the U. S. Hydrographic office, under the authority of the secretary of the navy; [First pub. under title The new American practical navigator; rev. in 1880 by P. H. Cooper and in 1903 by G. W. Logan.] various paging il. tabs. O (U. S. Hydrographic office, pub. no. 9) Wash., D. C., Gov. Pr. Off., Supt. of Doc. $1.80

Bradley, Andrew Cecil, ed.
Essays and studies; by Members of the English Assn.; v. 6. 146 p. O '21 N. Y., Oxford Univ. Press $3

California. District Courts of Appeal
Reports [of] Randolph V. Whiting and others; Feb. 18, 1919, to April 26, 1919; v. 40. 933 p. O '20 San Francisco, Cal., Bancroft-Whitney Co. buck. $3

California. Supreme Court
Reports on cases determined from Sept. 20, 1918, to Feb. 24, 1919; v. 179; From Feb. 24, 1919, to August 6, 1919; Randolph V. Whiting, reporter; v. 180. 963; 930 p. O '20 San Francisco, Cal., Bancroft-Whitney Co. buck. ea. $3

Cope, Zachary
Surgical aspects of dysentery; including Liver-abscess. 10+158 p. col. pls. il. O '21 N. Y., Oxford Univ. Press $5

Crohurst, Harry Rounseville
Municipal wastes, their character, collection, disposal; prepared by direction of the surgeon general; [and] Municipal powers as to garbage, by John Simpson. 98 p. (10 p. bibl.) il. tabs. diagrs. O (U. S. Public health service; Pub. health bull. no. 107) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. 20 c.

Douglas, Norman

South wind; [a novel.] 464 p. D '20 N. Y., Moffat, Yard & Co. $2.25 n.

Drinkwater, John

Mary Stuart; a play. 73 p. D c. Bost., Houghton Mifflin bds. $1.25 n.

A play in which the author sees the young queen beautiful and fascinating.

Endelman, Julio, and Wagner, A. F.

General and dental pathology; with special reference to etiology and pathologic anatomy. 475 p. il. pls. (part col.) O c. '20 Milwaukee, Wis., C. V. Mosby Co. $7 n.

Evans, Charles, jr. [Chick Evans]

Chick Evans' golf book; the story of the sporting battles of the greatest of all American golfers. 343 p. front. pls. D [c. '21] N. Y., Thomas E. Wilson & Co., 25 W. 45th St. $3.50 n.

Mr. Evans' own story of his career, along with much of the history of the game of golf in America, illustrated from photographs taken of the great golfing events in which he participated.

Ewing, Mrs. Juliana Horatia Gatty

The story of a short life and Jackanapes. 253 p. front. (por.) T (The king's treasuries of literature) N. Y., Dutton 70 c. n.

Export tariff for the trade of China; general tariff of 1858; under the cognizance of the Inspectorate general of customs; 6th ed., 1920; compiled and printed for the sole use of the Customs Service, by order of the Inspector general; [written in Chinese-English.] 28 p. O N. Y., G. E. Stechert bds. 75 c.

Fray, Joseph

The repairing optician; a beginner's guide to the optical workshop. 8+183 p. il. O '21 N. Y., Oxford Univ. Press $3.85

Fretwork; fretcutting, inlaying and overlaying. 231 p. il. diagrs. D (The woodworker ser.] Phil., Lippincott $1.50 n.

This volume deals with fretcutting as an artistic woodcraft.

Fuller, Arthur Franklin

Friendship; and other writings. 89 p. D '20 Los Angeles, Cal., [Author] $1.50

Garis, Howard Roger

Dottie and Willie Flufftail. 198 p. il. O (Uncle Wiggily bed-time ser.) c. '20 N. Y., Burt 75 c.

Uncle Wiggily and Baby Bunty. 161 p. il. O (Uncle Wiggily bed-time ser.) c. '20 N. Y., Burt 75 c.

Uncle Wiggily's rheumatism. 208 p. il. O (Uncle Wiggily bed-time ser.) c. '20 N. Y., Burt 75 c.

Gaskell, Mrs. Elizabeth Cleghorn Stevenson

Cranford; ed. by Norman Hepple. 288 p. front. (por.) T (The king's treasuries of literature) N. Y., Dutton 70 c. n.

Grimshaw, Beatrice Ethel

My South Sea sweetheart. 292 p. D c. N. Y., Macmillan $2 n.

The life story of a little girl who grew up in the caves of Hiliwa Dara.

Gullick, M. E.

Manuel's adventure. 32 p. col. front. col. pls. S (Overseas children) N. Y., Oxford Univ. Press pap. 25 c. n.

The banana boy. 32 p. col. front. col. pls. S (Overseas children) N. Y., Oxford Univ. Press pap. 25 c. n.

The little brown girl. 32 p. col. front. col. pls. S (Overseas children) N. Y., Oxford Univ. Press pap. 25 c. n.

The pigtail boy. 32 p. col. front. col. pls. S (Overseas children) N. Y., Oxford Univ. Press pap. 25 c. n.

The sheik's daughter. 32 p. col. front. col. pls. S (Overseas children) N. Y., Oxford Univ. Press pap. 25 c. n.

The sunflower girl. 32 p. col. front. col. pls. S (Overseas children) N. Y., Oxford Univ. Press pap. 25 c. n.

Stories of Spanish, African, Australian, Arabian, Japanese and Chinese children, told for little folk.

Hardy, Thomas

Under the greenwood tree. 256 p. front (por.) T (The king's treasuries of literature) N. Y., Dutton 70 c. n.

Hart, William S.

The golden west boys; Injun and Whitey strike out for themselves; il. by Harold Cue. 5+278 p. front. pls. D (Boys' golden west ser.) c. Bost., Houghton Mifflin $1.75 n.

The adventures of the two boys on a hunting expedition into the mountains, where they find a gold-mine, an Indian war, savage bears and an old enemy.

Hawley, Ralph Chipman

The practice of silviculture; with particular reference to its application in the United States. 11+353 p. il. O c. N. Y., Wiley $4 n.

Fain, John Tyree, comp.

Fain's critical and analytical index and genealogical guide to Ramsey's Annals of Tennessee, embracing all proper names as well as important topical subjects. 86 p. O '20 Nashville, Tenn., J. Paul Hunter, 401½ Church St. Pr. for subscribers

Firestone Tire and Rubber Co.

The motor truck terminal. 23 p. map diagrs. tab. O (Bull. no. 7) '21 Akron, O., The Firestone Ship by Truck Bureau, Firestone Pk. pap. gratis

Forth Worth [Tex.] official pocket guide and directory; containing the latest street and industrial map of greater Fort Worth City; streets; Tarrant Co. road map; street car lines, organizations, buildings, churches, schools, parks and other daily useful information; prepared in cooperation and under the auspices of Fort Worth Chamber of Commerce. 93 p. il. fold. maps O [c. '20] Fort Worth, Tex., The Map and Guide Pub. Co. pap. $1

Goodhue, Edward Solon

The victim [verse]; [reprinted from the *Medical Pickwick*]. 9 p. D '20 Honolulu, H. I., Star-Bulletin Press pap. 50 c.

Gretton, R. H.

The Burford records; a study in minor town government; with 16 full-page pls., 2 fronts. in collotype, and indexes. 20+736 p. O '21 N. Y., Oxford Univ. Press $21 n.

Headley, Alfred H., ed.
London in literature. 288 p. front. (por.) T (The king's treasuries of literature) N. Y., Dutton 70 c. n.

Henderson, William James
Early history of singing. 9+201 p. music D c. N. Y., Longmans, Green $1.50 n.
The author traces the development of the modern art of singing from the beginning of the Christian era to the time of Scarlatti.

Henry, Theodore Spafford
Classroom problems in the education of gifted children. 126 p. O (Pt. 2, 19th yearbook, Nat. Society for the study of Education) c. '20 Bloomington, Ill., Public-School Pub. Co. pap. $1.10 n.

Hichens, Robert Smythe
The spirit of the time; a novel of today. 251 p. D [c. '21] N. Y., Doran $2 n.
A story of mystery and intrigue, in which a Russian princess came out of Russia and disappeared into the waste of Asia.

Homer
The odyssey of Homer; tr. by George Herbert Palmer; rev. ed. 34+402 p. front. fold. map D (Riverside literature ser., no. 180) [c. '84-'21] Bost., Houghton Mifflin $1.12 n.

Hudson, William Henry
Birds in a village. 178 p. front. (por.) T (The king's treasuries of literature) N. Y., Dutton 70 c. n.

Humphrey, A. H.
Random rhymes of a suburbanite. 39 p. S c. '20 N. Y. and Cin., Methodist Bk. Concern 50 c.

Hurst, Arthur Frederick, M.D.
The psychology of the special senses and their functional disorders; the Croonian lectures delivered before the Royal College of Physicians in June, 1920. 10+120 p. il. O '21 N. Y., Oxford Univ. Press $5

Hurst, Fannie [Mrs. Jacques Danielson]
Star-dust; the story of an American girl. 458 p. front. D [c. '21] N. Y., Harper $2 n.
The story of mother-love and how dreams and ambitions were realized in the daughter.

Irwin, Inez Haynes [Mrs. William Henry Irwin, formerly Inez Haynes Gillmore]
Out of the air. 269 p. D '21 c. '20-'21 N. Y., Harcourt, Brace & Co. $2 n.
The story of a young writer who occupies an old New England house which he finds to be haunted.

Iwasaki, Uichi
The working forces in Japanese politics; a brief account of political conflicts; 1867-1920. 141 p. (6 p. bibl.) O (Studies in hist., economics and public law; v. 97, no. 1, whole no. 220) c. N. Y., Longmans, Green pap. $1.25 n.
A study of Japanese political forces from the viewpoint of modern sociology.

Jacobs, Katherine, ed.
A list of American doctoral dissertations printed in 1917. 204 p. O (Library of Congress) '21 Wash., D. C., Gov. Pr. Off., Supt. of Doc. 35 c.

Jacobsen, Jens Peter
Mogens; and other stories; tr. from the Danish by Anna Grabow. 150 p. S (The sea gull library) c. N. Y., N. L. Brown $1.50 n.
Contents: Mogens; The plague at Bergamo; There should have been roses; Mrs. Fönss.

Johnson, Gladys E.
Wind along the waste. 278 p. front. D c. N. Y., Century Co. $2 n.
A mystery story, having to do with a lonely house on the California shore.

Johnston, Sir Harry Hamilton
The backward peoples and our relations with them. 64 p. O (World of to-day ser. no. 1) N. Y., Oxford Univ. Press $1 n.
Corrected entry. Entered Mar. 12, as published by Dutton.

Joint commission on unification of the Methodist Episcopal Church and the Methodist Episcopal Church, South; v. 3; proceedings at St. Louis, Mo., April 10-13, 1918; at Cleveland, O., July 7-10, 1919; at Louisville, Ky., January 15-20, 1920; also report submitted by the Ad Interim Committee, Richmond, Va., Nov. 7, 1919. 567 p. O [c. '20] N. Y. and Cin., Methodist Bk. Concern $2.50 n.

Jordan, Louis Henry
Comparative religion; a survey of its recent literature; v. 1, 1900-1909; 2nd ed., rev. and augmented. 8+106 p. O '21 N. Y., Oxford Univ. Press $4.50

Judson, Clara Ingram [Mrs. James McIntosh Judson]
Sewing without mother's help; a story sewing book for beginners. 151 p. front. il. S (What I can do with my hands books) [c. '21] N. Y., The Nourse Co. $1 n.
A practical book of instruction for making clothes for dolls and for the child herself.

Howard, Asher, comp.
The leaders of the Nonpartisan league; their aims, purposes and records reproduced from original letters and documents; with a letter to the public by Senator Ole O. Sageng, ex-Senator J. E. Haycroft and Capt. Frank E. Reed. 127 p. il. O c. '20 Minneapolis, Minn., [Author] pap. 50 c. n.

Huebner, Solomon S.
Report on legislative obstructions to the development of marine insurance in the United States, by S. S. Huebner, expert in insurance to the U. S. Shipping Bd. and the Committee on the Merchant marine and fisheries; including the proposed bill to regulate marine insurance. 85 p. tabs. O Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Ingram, T. A., ed.
The new Hazell annual and almanack for the year 1921; giving the most recent and authoritative information concerning the British Empire, the nations of the world and all the important topics of the day; together with much astronomical and other useful matter; 36th year of issue. 56+824 p. O '21 N. Y., Oxford Univ. Press $3.75 n.

International Conciliation
Voices across the Canal; addresses by Dr. John Bassett Moore, Dr. Belisario Porras, Dr. Rafael H. Elizalde. 23 p. (3½ p. bibl.) D (Interamerican div., bull. no. 23) N. Y., Am. Assn. for International Conciliation pap.

Keahle, Robert, ed.
Pilgrim papers; from the writings of Francis Thomas Wilfrid, priest. 14+234 p. D [c. '21] N. Y., Dutton $2 n.
A picture of the spiritual struggles, depressions and moments of exaltation of a lonely missionary in Africa, drawn thru letters to the editor.

Keppel, Francis
Built in Jerusalem's wall. 10+170 p. O N. Y., Oxford Univ. Press $3.85

Kent, Ronald W.
Elementary lessons in the mathematics of electricity. 72 p. il. diagrs. O '20 Minneapolis, Minn., Press of the Dunwoody Inst. $1

Kephart, Horace
Our Southern highlanders. [New ed.] 395 p. front. (por.) maps pls. O '21 c. '13 N. Y., Macmillan $2.50 n.

Korb, Johann Georg
Scenes from the court of Peter the Great, based on the Latin diary of John G. Korb, a secretary of the Austrian legation at the court of Peter the Great; ed. by Dr. F. L. Glaser. 23+174 p. D (Historical miniatures, no. 1) '21 N. Y., N. L. Brown $2 n.

Kuhnert, William
Animal portraiture. 105 p. pls. O '20 N. Y., Brentano's $20 n.

Labiche, Eugène
Le voyage de Monsieur Perrichon; adapted and ed. by G. H. Wade; with an introd., notes and a vocabulary. 20+162 p. O (Oxford French plain texts) N. Y., Oxford Univ. Press $1.35

Lamb, Charles
Essays of Elia; ed. and selected by Athlestan Ridgway. 256 p. (1 p. bibl.) front. (por.) T (The king's treasuries of literature) N Y., Dutton 70 c. n.

Levison, Eric
The eye witness. 355 p. D [c. '21] Indianapolis, Ind., Bobbs-Merrill $1.75 n.
The story of the mystery of a murder and skillful counterfeiting.

Lewis homes of character; giving a large number of plans and specifications for homes, bungalows, garages, etc., on the Lewis method, for anybody to select from, materials for which will be sent on receipt of a certain sum and the balance later. 159 p. il. pls. Q '21 c. '20 Milwaukee, Wis., C. N. Caspar Co. bds. $1.75 n.

Loeb, Isidor
Syllabus of American citizenship. 5+155 p. D c. '20 Columbia, Mo., Missouri Bk. Co. pap. 90 c.

Longfellow, Henry Wadsworth
The song of Hiawatha; ed. by Edith Kimpton. 256 p. front. (por.) T (The king's treasuries of literature) N. Y., Dutton 70 c. n.

Loti, Pierre [pseud. for Louis Marie Julien Viaud.]
India. 283 p. il. O '20 N. Y., Stokes $4 n.
Jerusalem. 212 p. il. O '20 N. Y., Stokes $4 n.
Madam Chrysanthemum; Japan. 335 p. il. O '20 N. Y., Stokes $4 n.

Macaulay, Thomas Babington Macaulay, 1st
Macaulay's Lays of ancient Rome, Ivry and Armada; ed. by A. E. Roberts. 192 p. front. (por.) T (The king's treasuries of literature) N. Y., Dutton 70 c. n.

MacDougall, Frank H.
Thermodynamics and chemistry. 5+391 p. il. O c. N. Y., Wiley $5.50 n.

Marshall, William Vickroy
Worthlessness of excess profits. 27 p. D [c. '21] N. Y., J. S. Ogilvie pap. 25 c.
Partial contents: The insanity of profiteering; The graduated tax and the protective tariff; Profiteering doubly afflictive.

Massey, W. T.
Allenby's final triumph. 10+347 p. front. pls. maps (part fold.) O N. Y., Dutton $8 n.
The story of the Egyptian Expeditionary Force and of the stern tasks which they performed. The book is illustrated from photographs.

Mathewson, Park
Acceptances; trade and bankers'; with an introd. by William Walker Orr. 14+372 p. il. forms facsms. D c. N. Y., Appleton $3 n.
This volume is divided into three parts—pt. 1, Acceptance theory, procedure and practice; pt. 2, Rulings and opinions of counsel of the Federal Reserve Board on acceptance procedure; pt. 3, Data for trade acceptance campaigns.

Maynard, Theodore
The divine adventure; a novel. 315 p. D [c. '21] N. Y., Stokes $2 n.
A story of the active vs. the sheltered life.

Koser, Stewart Arment
A bacteriological study of canned ripe olives; [with bibliographies]. various paging O (U. S. Dept. of Agric., Journal of Agric. research, v. 20, no. 5) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Lee, Gerald Stanley
A confidential letter to a nation; epilogue to The ghost in the White House. 17 p. D [c. '20] Northampton, Mass., [Author], 88 High St. apply

Lovett, Sir Verney
The importance of a clear understanding of Britain's work in India; an inaugural lecture delivered before the University of Oxford on Nov. 4, 1920. 16 p. O N. Y., Oxford Univ. Press pap. 70 c.

Macdonald, George
P. Hume Brown, 1849-1918; a memoir. 6 p. O (British academy) '21 N. Y., Oxford Univ. Press pap. 45 c.

Mackail, John William
W. J. Courthope, 1842-1917; memoir. 10 p. O (British academy) '21 N. Y., Oxford Univ. Press pap. 70 c.

McKinney, William M., ed.
California jurisprudence; a complete statement of the law and practice of the state of California; v. 1, Abandonment to ancient lights; with an introd. by Hon. William W. Morrow. 1177 p. O '21 San Francisco, Cal., Bancroft-Whitney Co. $10

More, Paul Elmer
A New England group and others; Shelburne essays; 11th series. 295 p. D c. Bost., Houghton Mifflin $2 n.

Partial contents: The spirit and poetry of early New England; Evolution and the other world; Samuel Butler of Erewhon; Oxford, women and God.

Morley, Sylvanus Griswald
Spanish humor; il. by Leon D'Emo. 304 p. S (International modern language ser.) c. '21 Bost., Ginn $1 n.

Mowat, R. B.
A new history of Great Britain; pt. 2, from the accesion of James I to the Congress of Vienna. 16+672 p. il. O N. Y., Oxford Univ. Press $2.25

Murke, Franz
Condensed description of the manufacture of beet sugar. 5+175 p. O '21 N. Y., Wiley $2.50 n.

Neihardt, John Gneisenau
Two mothers. 3+82 p. il. music D '21 N. Y., Macmillan $1.25 n.

Niemeyer, Nannie, ed.
Stories from history; Henry III to Edward IV. 192 p. front. T (The king's treasuries of literature) N. Y., Dutton 70 c. n.

O'Reilly, Joseph John Edward
How to become a patrolman; 8th ed. 9+253 p. S [c. '21] N. Y., The New York Civil Service Employees' Pub. Co., 5 Beekman St. $2

Osborn, Alexander Falckney
A short course in advertising; with a preface by Mac Martin. 13+248 p. front. il. pls. O c. N. Y., Scribner $3 n.

Partial contents: How advertising aids civilization; The trade-mark as a mental peg; What words work best on the prospect; Ways to win attention; Analysis of retail appeal; Planning the general campaign; The dealer's store as a medium; The mail as a medium.

Pickles, Herbert
The new world geographies; bk. 1, Woods, fields, and sea. 128 p. O '20 N. Y., Oxford Univ. Press 85 c.

Pigou, Arthur Cecil
A capital levy and a levy on war wealth. 62 p. O (World of to-day ser., no. 4) N. Y., Oxford Univ. Press $1 n.

Plant, S. C.
Handbook for the guidance of shipmasters on the Ichang-Chungking section of the Yangtze River; pub. by order of the Inspector general of customs [China]; [written in Chinese-English]. 91 p. charts (part col. and part fold.) Q (China, the maritime customs, special ser. no. 34) N. Y., G. E. Stechert bds. $2

Poteat, Gordon
A Greatheart of the South, John Todd Anderson, medical missionary. 9+123 p. front. pls. pors. D [c. '21] N. Y., Doran $1.50 n.

Prochaska, Ernst
Coal washing. 12+382 p. il. O '21 N. Y., McGraw-Hill $4 n.

Pyre, James Francis Augustine
Wisconsin. 419 p. O (Am. college and univ. ser.) N. Y., Oxford Univ. Press $3.50 n.

Ransome, Arthur
Aladdin and his wonderful lamp [verse]. no paging il. O '20 N. Y., Brentano's $6 n.; leath. $20 n. bxd.

Rare Lincolniana, no. 15; comprising Two contributions [poem] from the Dutch of J. C. Altorffer; Abraham Lincoln, the Nation's martyr [1865], John W. Tarbox; President Lincoln's unlucky pass [1887], Allan Forman; President Lincoln and colonization, Chas. K. Tuckerman; My first and my last sight of President Lincoln, Gen. Horatio King; Abraham Lincoln at Cincinnati, W. M. Dickson; President Lincoln's bravery, Gen. B. F. Butler; Lincoln and Missouri; Lincoln's last anecdote, Gen. J. G. Wilson; Cobden on Lincoln, John Morley; An unpublished letter]1860]. 71 p. O (The magazine of history with notes and queries, extra no. 69) Tarrytown, N. Y., William Abbatt pap. $4.50

Rawlinson, H. G.
British beginnings in Western India; 1579-1657; an account of the early days of the British Factory of Surat. 6+158 p. il. pls. maps O '20 N. Y., Oxford Univ. Press $4.75 n.

Revised import tariff for the trade of China, 1919; with index; published by order of the Inspector general of customs; English and Chinese. 69 p. O '20 N. Y., G. E. Stechert bds. 75 c.

Richards, Gertrude Moore [Mrs. Waldo Richards], comp.
Star-points; songs of joy, faith and promise from the present-day poets. 25+228 p. D c. Bost., Houghton Mifflin $1.75 n.

Poems by John Finley, Richard Le Gallienne, Edwin Markham, John Drinkwater, Alfred Noyes, Harry Kemp, Christopher Morley, Joyce Kilmer, Walter de la Mare and others.

Morse, Willard S., and Brinckle, Gertrude, comp.
Howard Pyle; a record of his illustrations and writings; [this work has been issued to the contributing members of the society and to the public libraries of the principal cities of the country.] 217 p. front. (por.) il. O '21 Wilmington, Del., The Wilmington Society of the Fine Arts priv. pr. [500 copies]

Oregon. Supreme Court
Reports of cases decided in the Supreme Court of the state of Oregon, April 6, 1920, to July 6, 1920; v. 96. 800 p. O '21 San Francisco, Cal., Bancroft-Whitney Co. buck. $5

Oxford University
The Oxford sheet almanack for 1921; the 247th of the series that began in 1674. il. (part col.) 39 x 30 in. N. Y., Oxford Univ. Press $2

Robinson, Geraldine

Three kittens in a boat. 51 p. col. front. col. pls. obl. T N. Y., Frederick Warne & Co. bds. 75 c.

Adventures of three kittens while on a holiday.

Rogers, Robert Emmons, ed.

The voice of science in 19th century literature; representative prose and verse; with an introd. by Henry Greenleaf Pearson. 11+328 p. D [c. '21] Bost., The Atlantic Monthly Press $2 n.

Among others, this collection contains prose and poetical selections of Matthew Arnold, R. L. Stevenson, Edward Fitzgerald, R. Browning, Thomas Hardy, Walt Whitman and W. E. Henley.

Rose, Leon Goodwin

The commercial photographer. 3+145 p. il. diagrs. O '20 Phila., Frank V. Chambers, 153 N. 7th St. $4

Rostand, Edmond

Cyrano de Bergerac; comédie héroique en cinq actes; ed. with introd., notes and vocabulary by Otto Kuhns and Henry Ward Church. 13+225 p. front. pls. D [c. '20] N. Y., Holt $1.12 n.

Rushmore, Elsie Mitchell, ed.

Social workers' guide to the serial publications of representative social agencies; with an introd. by Frederick W. Jenkins. 174 p. O c. N. Y., Russell Sage Foundation $3.50 n.

Ruskin, John

Unto his last; ed. by Susan Cunnington. 181 p. front. (por.) T (The king's treasuries of literature) N. Y., Dutton 70 c. n.

Salaman, Redcliffe N.

Palestine reclaimed; letters from a Jewish officer in Palestine; with an introd. by the Hon. W. Ormsby Gore. 12+236 p. fold. map D N. Y., Dutton $2.50 n.

The author was regimental medical officer to the 39th Royal Fusiliers, the 2nd Judean Battalion.

Salter, Olive Mary

Martha and Mary. 306 p. D c. N. Y., Putnam $2 n.

A story based on the old Sussex saying that every man has two wives, the real and the ideal.

Sanday, William, and Emmet, C. W.

The New Testament background. 64 p. O (Tracts on Common Prayer, no. 4) N. Y., Oxford Univ. Press pap. 70 c.

Savage, E. S., and Morrison, F. B.

Manual to accompany Henry's Feeds and feeding, [of cattle]; 3rd ed. 165 p. O '21 c. '20 Milwaukee, Wis., C. N. Casper Co. $1.50 n.

Schoell, Franck Louis

Le Paris d'aujourd'hui; with exercises and vocabulary. 7+209 p. front. pls. S [c. '21] N. Y., Holt 96 c. n.

Scott, Evelyn

The narrow house. 221 p. D [c. '21] N. Y., Boni & Liveright $2 n.

The story of the inter-relations of a family.

Sears, John Harold

Sears' trust estates as business companies; organization, approved forms, and precedents; 2nd ed. [rev. and re-written.] 800 p. O [c. '12-'21] Kansas City, Mo., Vernon Law Bk. Co., 1016 Walnut St. $10

The first edition of this work was published by T. H. Flood & Co., Chicago, in 1912.

Shakespeare, William

Shakespeare's Coriolanus; ed. by George Green. 191 p. front. (por.) T (The king's treasuries of literature) N. Y., Dutton 70 c. n.

Shakespeare's Julius Caesar; ed. by E. F. Horsley. 189 p. front. (por.) T (The king's treasuries of literature) N. Y., Dutton 70 c. n.

Shay, Frank, and Loving, Pierre, eds.

Fifty contemporary one-act plays. 8+582 p. (25¾ p. bibl.) O [c. '20] Cin., Stewart & Kidd, 121 East 5th Ave. $5; ¾ mor. $12 n.

A collection of famous plays of Austria, Belgium, Bolivia, France, Germany, England, Ireland, Hungary, Russia, United States and other countries, together with plays from the Yiddish.

Sheldon's export trade; containing buyers in New York for foreign markets, classified, giving classes of merchandise bought and countries bought for; also representatives in New York of foreign houses. 242 p. O '21 N. Y., J. D. Sheldon Co., 32 Union Sq. $3

Sidgwick, Ethel

Madam. 339 p. D [c. '21] Bost., Small, Maynard & Co. $2 n.

A novel of London, since the war.

Simpson, Fannie Louise

Autumn leaves. [verse] 100 p. D c. '20 Nacogdoches, Tex. [Author], R. 3, Box 30 $1.50

Simpson, Robert

Swamp breath. 326 p. D N. Y., McCann $2 n.

Rhead, Louis

How to fish the dry fly; describing the latest up-to-date necessary tackle, its cost, and where to get it and the proper method of using it; a description of the American and English dry flies; also how to fish various nymphs from the bottom upwards in place of worms if trout do not respond to flies early in the season or during the late summer. 31 p. front. il. diagrs. D [c. '21] Brooklyn, N. Y. [Author], 217 Ocean Ave. priv. pr.

Rich, Burdett A., and others

American law reports annotated; nos. 7, 8, 9. 1785; 1731; 1696 p. O '20 San Francisco, Cal., Bancroft-Whitney Co. buck. ea. $8.50

Stenton, F. M., ed.

Documents illustrative of the social and economic history of the Dane law from various collections. 144+554 p. O (Records of the social and economic hist. of England and Wales, v. 5) '21 N. Y., Oxford Univ. Press $14.15

Skamble, Skimble

The conceited princess; an original fairy story; il. by Winifred M. Warne. 42 p. col. front. il. col. pls. T N. Y., Frederick Warne & Co. 60 c.

The dark wood; an original fairy story; il. by Winifred M. Warne. 41 p. col. front. il. col. pls. T N. Y., Frederick Warne & Co. 60 c.

Periwinkle and the fairies; an original fairy story; il. by Winifred M. Warne. 41 p. col. front. il. col. pls. T N. Y., Frederick Warne & Co. 60 c.

The princess and the elf; an original fairy story; il. by Winifred M. Warne. 42 p. col. front. il. col. pls. T N. Y., Frederick Warne & Co. 60 c.

Smith, L. M.

The early history of the Monastery of Cluny. 10+226 p. O '21 N. Y., Oxford Univ. Press $7.20

Sneath, Elias Hershey, ed.

At one with the invisible; studies in mysticism. 291 p. D c. N. Y., Macmillan $3 n.

Partial contents: Mysticism of the Hebrew prophets; Mysticism in India; The mysticism of Jesus; Mysticism in Islam; Mysticism of George Fox; The mysticism of Wordsworth.

Snowden, James Henry

The attractions of the ministry. 119 p. S c. Phil., The Westminster Press 90 c. n.

A wonderful morning; an interpretation of Easter; decorations by Maud and Miska Petersham. 155 p. col. front. S c. N. Y., Macmillan bds. $1.75 n.

The trustworthiness of the records; The appearances of the Risen Lord; The establishment and history of the Christian Church; The significance of the resurrection of Christ.

Spadoni, Adriana

The noise of the world. 256 p. D [c. '21] N. Y., Boni & Liveright $2 n.

A novel of married life.

Speyer, Leonora Von Stock, Lady

A canopic jar. [verse] 9+92 p. D [c. '21] N. Y., Dutton $2 n.

Staining and polishing; including varnishing and other methods of finishing wood; with a complete index of 1500 references. 217 p. il. D (The woodworker ser.) Phil., Lippincott $1.50 n.

Partial contents: Stains for woods; Woods for staining; Preparing furniture for French polishing; Glazing, etc.; Matching and improving; Defects in polishing and their remedies; Oil-polishing and wax-polishing; Stencilling on wood and ornamental wood staining.

Stevenson, Margaret [Mrs. Sinclair Stevenson]

The rites of the twice-born; with a foreword by A. A. MacDonell. 24+474 p. O (The religious quest of India ser.) N. Y., Oxford Univ. Press $10.50 n.

Stewart, Francis T.

A manual of surgery; 5th ed., rev., enl.; [including radical changes in and many additions to those portions dealing with surgical technic, etc.] 11+1086 p. il. O c. '21 Phil., Blakiston $10 n.

Storm, Ashley V., and Davis, Kary Cadmus

How to teach agriculture; a book of methods in this subject. 434 p. front. pls. O [c. '21] N. Y., Lippincott $3.50 n.

How to teach agronomy, animal husbandry, dairying, poultry husbandry, horticulture, farm mechanics, farm management, management of soils and fertilizers, as well as instructions for organizing an agricultural library and community work.

Symons, Arthur

Cesare Borgia; Iseult of Brittany; The toy cart. 213 p. D c. '20 N. Y., Brentano's $1.75 n.

Taylor, Phillip Meadows

The story of my life; by Col. Phillip Meadows Taylor; ed. by his daughter; with a preface by Henry Reeve; new ed.; with introd. and notes by Henry Bruce. 46+500 p. map O '20 N. Y., Oxford Univ. Press $7.20; India pap. $9.45

Tennyson, Alfred Tennyson, Lord

Selections from Tennyson; ed. by J. Hubert Jagger. 253 p. front. (por.) T (The king's treasuries of literature) N. Y., Dutton 70 c. n.

Terhune, Albert Payson

The man in the dark. 311 p. D [c. '21] N. Y., Dutton $2 n.

A story of moonshiners in the West Virginia hills.

Thatcher, Roscoe Wilfred

The chemistry of plant life. 16+268 p. O (Agric. and biological pub.) c. '21 N. Y., McGraw-Hill $3 n.

Throop, Lucy Abbott

Furnishing the home in good taste; rev. ed. 251 p. il. pls. O [c. '12-'20] N. Y., McBride $4.50 n.

Taylor Society, New York, ed.

Frederick Winslow Taylor; a memorial volume; being addresses delivered at the funeral of Frederick Winslow Taylor, Cedron, Indian Queen Lane, Germantown, Pa., March 24, 1915; at a memorial meeting held under the auspices of the Society to promote the science of management; now Taylor Society, Univ. of Pennsylvania, Oct. 22, 1915; and at the Taylor home, "Boxly," Chestnut Hill, Phila., Pa., Oct. 23, 1915. 8+108 p. front. (por.) O N. Y., Taylor Society, 29 W. 30th St. [priv. pr.] 100 copies.

Tide Water Oil Co.

War history, Tide Water Companies; told by those who served their country and Tide Water; [ed. by Frances M. Buente.] 62 p. il. pors. O (Tide Water Topics, v. 2, no. 7) [c. '20] N. Y., Tide Water Oil Co., 11 B'way priv. pr.

Trevelyan, William Bouverie
Prayers for church and nation; with a preface by D. C. Lathbury. 11+96 p. D '21 N. Y., Longmans, Green $1.50 n.

Trinka, Zena Irma
Out where the West begins; being the early and romantic history of North Dakota; il. from photographs by D. F. Barry. 16+432 p. front. pls. (part col.) pors. fold. map O c. '20 St. Paul, Minn., The Pioneer Co., 3rd St. cor. Minnesota ½ leath. $10

Turner, Cuthbert Hamilton
The study of the New Testament, 1883 and 1920; an inaugural lecture delivered before the Univ. of Oxford on Oct. 22 and 29th, 1920. 66 p. O '21 N. Y., Oxford Univ. Press pap. $2.25

Tweed, Anne, ed.
Fairy tales everyone should know; il. in col. by Maginel Wright Enright. 256 p. pls. D c. '20 Bost., M. Bradley $1.60

Van Vechten, Carl
Interpreters. 202 p. D [c. '20] N. Y., Knopf $2 n.

Warfield, Lewis Marshall
Arterioslerosis, hypertension and blood pressure; 3rd rev. and enl. ed. 265 p. il. O c. '20 St. Louis, Mo., C. V. Mosby Co. $4 n.

Waterhouse, Gilbert, ed.
The year book of modern languages, 1920; ed. for the Council of the modern language association. 8+209 p. O N. Y., Macmillan $5 n.

The editor is professor of German, University of Dublin.

Wells, Wesley Raymond
The biological foundations of belief. 9+124 p. D [c. '21] Bost., Badger $2 n.

Partial contents: Religious belief and the population question; A classification of religious values; On truth and survival value; Religious and moral education.

Wheelock, Lucy, ed.
The kindergarten children's hour; 5 v.; [v. 1, Stories for little children, by Mrs. Susan S. Harriman; v. 2, Children's occupations by Mrs. Maude Cushing Nash; v. 3, Talks to children, by Mrs. Alice Packard; v. 4, Talks to mothers, by Lucy Wheelock; v. 5, Songs with music, by Alice M. Wyman, comp.] various paging col. fronts. pls. (part col.) diagrs. il. O c. '20 Bost., Houghton Mifflin $12.50; ½ leath.; $18.75; leath. $35.50 [subs. only]

White, Ramy Allison
Sunny boy at the seashore. il. D (Sunny boy ser.) c. '20 Newark, N. J., Barse & Hopkins 75 c.
Sunny boy in the big city. il. D (Sunny boy ser.) c. '20 Newark, N. J., Barse & Hopkins 75 c.

Whitfield, Arthur
A handbook of skin diseases and their treatment; 2nd rev. ed. 12+291 p. front. pls. O '21 N. Y., Longmans, Green $4.50 n.

Whitehill, Dorothy
Phyllis, a twin. col il. D (Dorothy Whitehill ser.) c. '20 Newark, N. J., Barse & Hopkins 75 c.
Polly and Lois. il. D (Polly Pendleton ser.) c. '20 Newark, N. J., Barse & Hopkins 75 c.
The twins in the South. 220 p. col. il. D (Dorothy Whitehill ser.) c. '20 Newark, N. J., Barse & Hopkins 75 c.
The twins in the West. 218 p. col. il. D (Dorothy Whitehill ser.) c. '20 Newark, N. J., Barse & Hopkins 75 c.

Whitman, John Pratt
The sympathy of the people; a drama of today. 39 p. O '21 c. '20-'21 Bost., Four Seas Co. pap. 75 c.

Wiggin, Kate Douglas Smith [Mrs. George Christopher Riggs]
The bird's Christmas carol. 69 p. front. il. D (Riverside literature ser. no. 232) [c. '86-'16] Bost., Houghton Mifflin 52 c. n.

Wilcox, Constance Grenelle
Told in a Chinese garden; and other plays [for girls]. 214 p. D c. '20 N. Y., Holt $1.35 n.

Williams, James Mickel
The foundations of social science. 494 p. O c. '20 N. Y., Knopf $6 n.

Wilson, Philip Whitwell
The vision we forget; a layman's reading of the Book of the Revelation of St. John the Divine. 288 p. O (The forgotten Bible ser., no. 3) [c. '21] N. Y., Revell $2 n.

The author examines the vision John of Patmos had of the risen Christ—His attitude to world events today—the part He has played and is playing thru the ages.

Winslow, Belle Hagen
The white dawn, an historical novel from Viking times. 261 p. D c. '20 Minneapolis, Minn., Augsburg Pub. House $1.50

Wyllie, Col. Robert E.
Orders, decorations and insignia, military and civil; with the history and romance of their origin and a full description of each; [foreword by Gen. Peyton C. March]. 21+269 p. pls. (part. col.) tab. O [c. '21] N. Y., Putnam $9 n.

A history of the decorations of the Allies together with full information of America's medals, citations and shoulder insignia, the latter as worn overseas.

Yeaxlee, Basil A.
An educated nation; with a preface by A. L. Smith. 80 p. D (World of today ser., no. 7) N. Y., Oxford Univ. Press $1 n.

U. S. Federal Bd. for Vocational Education
Bibliography of employment management, June, 1920; [prepared by Edward D. Jones] 119 p. O (Bull. no. 51, Employment Management ser., no. 9) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Rare Books, Autographs and Prints

JOHN Hall Wheelock has prepared and Charles Scribner's Sons will shortly publish a "Bibliography of Theodore Roosevelt."

Among the purchases made by Amy Lowell, while recently in this city, was the original manuscript of Keats' "Isabella, or the Pot of Basil," with an essay on Keats in manuscript by Swinburne; the gem was found at Gabriel Wells' bookshop.

Part IV of the collection of George T. Rockwell, of Cedar Grove, N. J., consisting of arms and armors, Japanese prints, books, paintings, lacquer, brocade and carvings, will be sold at the Walpole Galleries, March 28 and 29. The books include both books in English about Japan and books by Japanese authors printed in their own language.

Anders Zorn, the Swedish painter and etcher, is said to have left an estate valued at nearly a million of dollars. He was born of peasant stock in 1860 and had the usual trials to secure a footing in the art world. The last two decades of his life were years of widespread recognition, intensely hard work and profitable remuneration.

The John Rylands Library, at Manchester, England, has just celebrated its twenty-first year and now numbers more than 250,000 volumes and includes the famous Apthorp Library, especially distinguished for its incunabula and early printing, which was sold by the late Lord Spencer, in 1892, for $250,000 to Mrs. John Rylands, who used it as a nucleus for the great library which she founded in memory of her husband.

The death of Theophile Belin some weeks ago removes an outstanding figure from the Continental book world. His well-known shop in Paris has been a rendezvous of the leading collectors of France for many years. M. Belin was well-known in the auction rooms of Europe, where he was a frequent bidder whenever fine French books, mediaeval manuscripts, and early editions of the great printers were for sale.

Part I of the autograph collection of Walter Dormitzer, of South Orange, N. J., including a complete set of the presidents and their cabinets, a large number of signers of the Declaration of Independence and Napoleon and his marshals and the generals that fought against him, were sold by Stan V. Henkels, in Philadelphia, March 18. The rarer items brought good prices but there were many bargains among the more ordinary material.

Even in these days of increased bibliographical information, the collector occasionally makes a "find." The latest discovery reported is a first edition of Milton's "Paradise Lost" bought not long since at the Book Pound, Eton College, for the absurd price of twopence. The copy, in almost perfect condition, bears the date 1668 on the title-page, has the fleur-de-lis ornament under the author's name, and contains the rare third title-page, probably inserted when the book was bound.

To the discoveries made in the removal of old bindings from time to time must be added an interesting one reported by the librarian of John Rylands Library, of Manchester, England. In removing the binding of a volume of manuscripts of legal forms seventy-one playing cards came to light. Some of these cards, which evidently belonged to two packs, were hand-painted, tho others were much cut away. Printers marks showed that one of the packs was printed at Rouen in or about 1572 and the other in Paris in 1576. The cards have been mounted and added to the library's collection of wood engravings.

A subscriber from Lancaster, Pa., writes: "I wish you would preach one thing to those who own or run second-hand bookshops, namely, to abandon the present unsystematized, mixed-up, dust-covered and uninviting arrangement of books and classify and label their shelves plainly, etc." The PUBLISHERS' WEEKLY has been advocating these ideas for nearly fifty years. During this period much progress has been made; we now have many bookshops in which the books are admirably classified and well cared for. The disorderly and dusty bookshop still continues—much to the loss of the bookseller as well as the inconvenience of his customers—and we shall probably always have them with us. If these booksellers could see their stock as their customers see it, doubtless the progress toward neat and orderly bookshops would be greater.

Selections from the estates of Charles F. Warwick, late mayor of Philadelphia, Charles H. Swan of Germantown, and Reginald L. Hunt of Wayne, consisting of proof etchings, mezzotints, revolutionary war maps, portraits for illustration, etc., will be sold by Stan V. Henkels, in Philadelphia, March 29 and 30. The outstanding item of the sale is a collection of 5,000 engravings, all mounted and ready for binding, gathered by the late Charles H. Swann, for illustrating Stauffer's "American Engravers." His object was to obtain specimens of every engraver mentioned by Stauffer and Fielding in their work in this subject. In his researches he was able to secure examples of nearly every engraver mentioned and in some cases prints of great rarity and in states unknown to the bibliographers. In the collection will be found rare bookplates, portraits, views, battle scenes, maps, plans, and, in fact, every line of engraving as practiced in this

country. Mr. Swann's researches were exhaustive; many rare books have been depleted for this purpose and the cost in money and time in bringing the collection together is incalculable.

The collection of modern etchings made by Herschel V. Jones, of Minneapolis, now on exhibition at the Anderson Galleries, and to be sold March 28 and 29, is one of great attractiveness. It has been said that there is not a poor impression in the collection and this is the conclusion one reaches after giving it a careful examination. More than thirty artists are represented—Alphonse Legros, Auguste Lepere, James McBey and Anders Zorn most fully. One of the finest prints in the entire collection is Whistler's "Weary," of great rarity, and this impression of indescribable beauty, Joseph Pennell very justly says: "Nothing so beautiful, so weary, so true, has been done in ancient or modern art as this drypoint, a study of Jo Hefferman, Whistler's model for the 'White Girl,' and Courbet's also, and probably the model for other artists. This plate was probably done when Jo, tired out, threw herself back and refused to pose any longer, and yet Whistler, never tired, always with so much more to do than he knew he ever could do, seized the chance and made another masterpiece. Every line is vital and meaning and reveals the figure in the great easy chair where Jo has sought rest. It is in things like this that Whistler proves himself among the greatest of the great."

The library of a New York collector, consisting of extra-illustrated books, standard sets in bindings, and attractive miscellaneous books, was sold at the Anderson Galleries, March 17 and 18, to close his estate. The collection as a whole had much to interest the general book buyer with but very little to appeal to the collector. The 557 lots brought $9,213. Some of the lots and the prices which they brought were the following: Burton's translation of "The Arabian Nights," 16 vols., half morocco, 1900, Denver reprint, $92.50; Balzac's "La Comedie Humaine," 41 vols., half morocco, Boston, 1899, edition Grand Format, $142.50; "Odes and Epodes" of Horace, 10 vols., small 4to, levant, Boston, 1901, published by the Bibliophile Society, $165; Lord Lytton's "Novels," 32 vols., levant, New York, n. d., Japan paper edition, $250; Alphonse Daudet's "Works," 24 vols., half morocco, Boston, 1898, Champrosay edition, $170.50; "The Drama," 20 vols., morocco, London, 1903, $63; Forster's "Life of Goldsmith," 1 vol., extended to 4 by the insertion of 300 portraits and views, London, 1848, first edition, $50; Green's "History of the English People," 4 vols., extended to 8 by the insertion of over 500 extra illustrations, levant, London, 1877-1880, first edition, $115; Washington Irving's "Works," 40 vols., half levant, New York, 1895-97, author's autograph edition, $130: La Fontaine's "Tales and Novels in Verse," 4 vols., levant, Paris, 1877, Japanese paper edition, $90; Justin McCarthy's "History of Our Own Times," 5 vols., extended to 10 by the insertion of 600 portraits and 148 autograph letters, notes, etc., levant, by Reviere, London, 1879-1897, $320; Edgar Allan Poe's "Tales of the Grotesque and Arabesque," 2 vols., cloth, Philadelphia, 1840, first edition, $110; Charles Reade's "Writings," 25 vols., levant, London, n. d., Edition des Aquarelles, $165; and Oscar Wilde's "Writings," 15 vols., levant, London and New York, 1907, Collectors' edition, $160. Gabriel Wells was the largest buyer among the dealers. Many private buyers were present and there were a large number of orders by mail.

F. M. H.

Auction Calendar

Monday and Tuesday evenings, April 18th and 19th, at 8:15. The William Loring Andrews collection of maps, views, prints and books relating to New York and other Americana. (Items 441.) The Anderson Galleries, 489 Park Avenue, New York City.

Catalogs Received

Books dealing mainly with the pictorial arts of Japan. (No. 1; Items 47.) Orientalia, 22 East 60th St., New York City.

Books dealing with the philosophies and religions of the East. (No. 3; Items 87.) Orientalia, 22 East 60th St., New York City.

Books, engravings and drawings chiefly relating to India; also, Afghanistan, Ceylon, Burma, Tibet and Central Asia, Persia, etc. (No. 411; Items 1133.) Francis Edwards, 83 High St., Marylebone, London, W. 1, England.

Miscellaneous second-hand books, ancient and modern. (No. 86; Items 411.) C. Richardson, 42a Rosamond St. West, C.-on-M., Manchester, England.

Rare and valuable books, including works on the fine arts, topography, travels, early printed books, and many out-of-the-way items. (No. 87; Items 729.) G. H. Last, 25, the Broadway, Bromley, Kent, England.

Second-hand books, including many rare and valuable items. (No. 3371; Items 1156.) Thomas Thorp, 109 and 110, High Street, Guilford, England.

Works dealing with geography, voyages and travels, chiefly concerning America, Africa and Australia, with some books on the natural history and languages of America. (Part 1; No. 356; Items 1055.) Bernard Quaritch, Ltd., 11 Grafton Street, London, W. 1, England.

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Under the headings of "BOOKS WANTED" *and* "BOOKS FOR SALE" *subscribers are charged* 15c *a line (no charge for address); non-subscribers* 20c *a line, address extra. Bills for this service will be rendered monthly. Objectionable books are excluded as far as they are noted.*

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] *after their firm name. The appearance of advertisements in this column, or elsewhere in the* WEEKLY *does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.*

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY *is not responsible for errors. Parties with whom there is no account must pay in advance.*

Under "HELP WANTED" or for other small undisplayed advertisements, the charge is 20 cents a nonpareil line. No reduction for repeated matter. Count seven words to the line.

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Aldus Book Co., 89 Lexington Ave., New York

Cabell, J. B., First editions.
Beerbohm, Max, First editions.
Masefield, John, First editions.
Lawrence, D. H., First editions.
Barrie, J. M., First editions.

Wm. H. Allen, 3417 Walnut St., Philadelphia, Pa.

De Ricci, Louis Seize (XVI) Furniture, In English.
Spelts, Styles of Ornament, Original Batsford edn.

American Antiquarian Society, Worcester, Mass.

Samson Occom's Sermon on Moses Paul, Any editions, 1772-1773.

American Baptist Publication Society, 1107 McGee St., Kansas City, Mo.

Preacher's Homiletic Commentary, complete set.
Sin As a Problem of Today, Orr.
Religious Aspects of Evolution, McCosh.

The American News Co., Inc., 9 Park Place, New York

Life of Cardinal Cheverus, pub. in France by Hamon, translated into English and published in Boston, 1839.

Wm. H. Andre, 607 Kittredge Bldg., Denver, Colo.

Original Dresden Edition of Ingersoll.

Arcade Book Shop, 8th and Olive Sts., St. Louis, Mo.

Yellow Jacket, Bobbs.
Autobiography of a Happy Woman, Moffat, Yard.
Daybolls, School Masters Assistant.
Rives, Castaways, Bobbs.

Theodore Arnold, 333 Dolphin St., Baltimore, Md.

The Royal Pastime.
Cooper, Game Fowl.
Books on Cock Fighting.
Judas, Remington.

Bailey's Book Store, Vanderbilt Sq., Syrcause, N. Y.

Ripley, Rug Book.
Morse, Furniture of the Olden Times.
Moore, Old Furniture Book.
Language Games, Myra King, Educ. Pub. Co.
Kitchen Diary.
Furniture of Our Forefathers, Singleton.
Heavenly Twins, Sarah Grant.

Wm. M. Bains, 1213-15 Market St., Philadelphia, Pa.

Sachs, Sleight of Hand.
Morgan, Habit and Instinct.
Moody, Art of Wall Street Investing.
Mencken, Man vs. The Man.
Mencken, Book of Calumny.
Brewer, Guide to the Scientific Knowledge of Things Familiar.
Moxey, Practical Accounting, Key Pub.
Atherton, Doomswoman.
The Inner Life, or the Joys of My Father's House, Sherman & Co., 1866, three copies.

Baker & Taylor Co., 354 Fourth Ave., New York

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The Catholic Encyclopedia, 16 vols.

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Norohoff, Charles, Nine Years a Sailor, Cincinnati, 1866.
Reminiscences of Captain De Wolf, Boston, 1861.

Hochschild, Kohn & Co., Inc., Howard St., Baltimore, Md.

Junior Classics, pub. Collier.
South Sea Idylls, Stoddard.

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Geographical Magazine, April & Oct., 1909.
Great French Revolution, 1789-93, Kropotkin, trans. Dryhurst.

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Roots, Verb, etc., Supplement Sanskrit Grammar, Whitney, pub. London, Trubner, 1885.
Progress in Language, O. Jespersen, Macmillan.

Kaufmann's, Fifth Ave., Pittsburgh, Pa.
Principles of Natural and Political Law, 2 vols., pub. University Press, Boston, 1807.
Hypatia Kingsley, pub. Taylor & Co., New York, 1899, green cloth binding.

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Brereton, Brief Naration Facs. reprint, Dodd, Mead, 1913.

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Tables of Hyperbolic Functions, Kennelly.

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Page, Chart of Money and Discount Rate in London for 1919.
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Washington City Directory, 1822.
Cazotte, Le Diable Amoreux, Paris, 1876.
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Grib. W., Writing Master's Manual, Phila.
Jenkins, John, The Art of Writing, Boston, 1791.
Owen, W. B., System of Practical Penmanship, New York.
Orthographia, containing due order and reason how to write and print things, London, 1569.
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McClure Magazine, September, 1911.
Norris, F., Vandover and the Brute, Doubleday.
Paine, Oil Production Methods, last ed., Western Engineering Pub. Co.
Reynold, Discourses on Art, ed. by Roger Fry.
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New York Evening Post, Sept. 7th and 14th, 1901.
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